

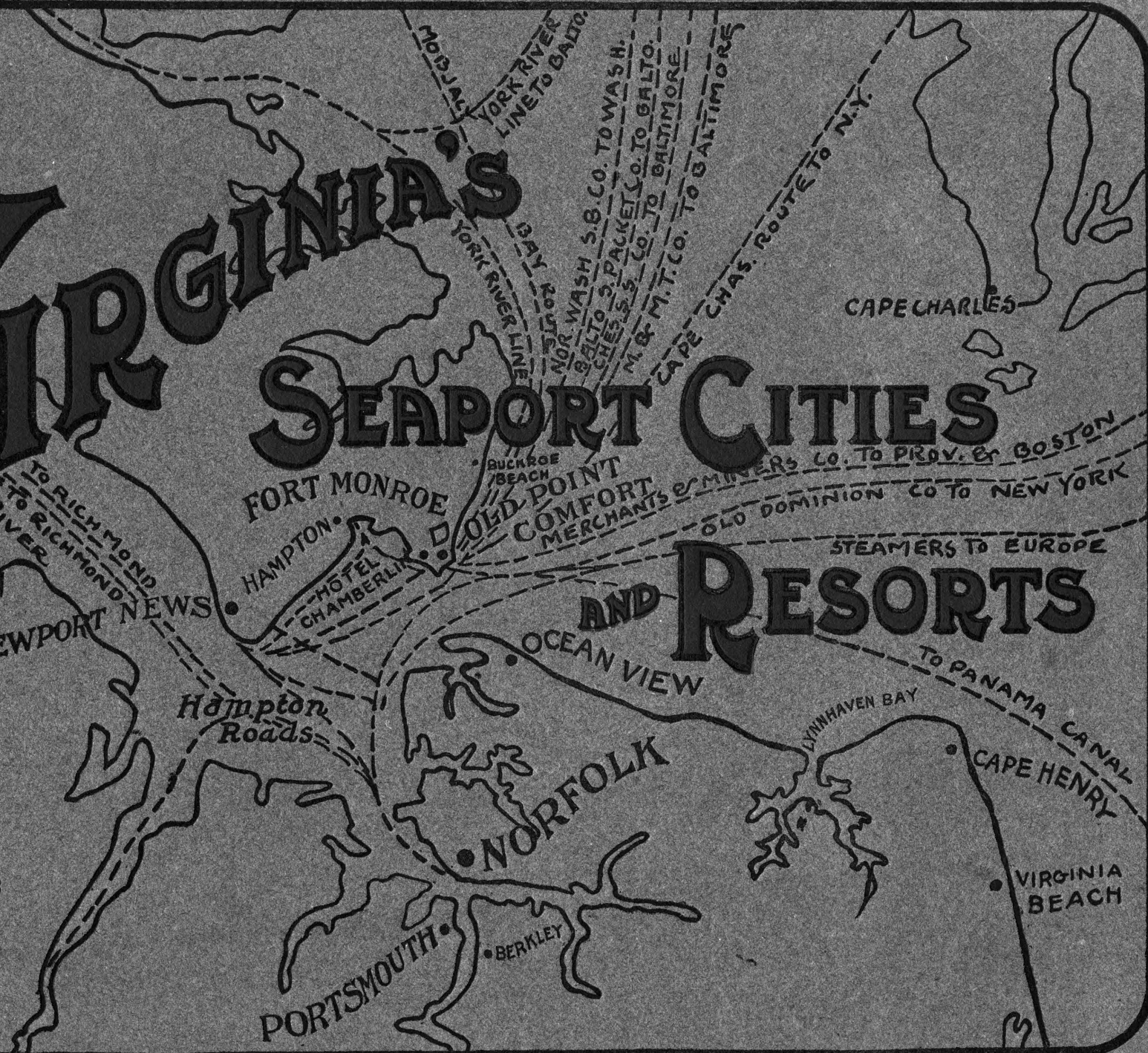
VIRGINIA'S

SEAPORT CITIES

AND RESORTS

NORFOLK
EDITION

The C. E. WEAVER SERIES;
ILLUSTRATED CITIES



CITY OF NORFOLK

NORFOLK is one of the fastest growing and most rapidly developing cities in America to-day, and no city on the continent has a brighter future. With the completion of the Panama canal, she is destined to become a second New York.

Norfolk is one of the very best spots, judging from every point of view, to be found in the whole world. She is the most favored city on the Atlantic seaboard, south of New York, for multiple transportation connections. Norfolk has eight trunk lines of railroad and is the terminus of forty-two thousand miles of trackage, connecting with twenty-two steamship lines. It may be said that the water shipments from this point amount to over twenty million tons, being more than all other ports between Philadelphia and Mexico.

Norfolk is the first coal port in the United States, second in the world, fourth cotton port in the South, the greatest peanut market on earth. Center of the greatest trucking belt in the world, the truck shipments amounting to more than twelve million dollars annually. Ninety per cent. of the world's supply of kale and spinach is grown near the city. Norfolk oysters are among the finest in the world, which are shipped everywhere. Over ten million quarts of strawberries are shipped annually.

The location of Norfolk is ideal for a manu-

facturing and wholesale center. The city has many wholesale houses, while over three hundred manufacturing concerns are already established and working successfully.

The illustrations in this publication will give the reader a fair idea of the greatness of the city.

Those who have not visited Norfolk during the past decade will not recognize the scenes and become amazed at the wonderful progress that has been achieved. Norfolk is indeed a wonderfully busy city. Aside from business, Norfolk is a great watering place, there being seven splendidly developed seaside resorts near-

by, visited annually by 500,000 people.

The population of Norfolk has about doubled within the past ten years, and included in what is generally termed as the "Norfolk and Portsmouth District," there is a combined population of over two hundred thousand people. Norfolk has fourteen solid and substantial banks, thirty-six public school buildings, seventy-seven churches, and two hundred miles of street railway.

Among the naval rendezvous of the world, Hampton Roads is regarded as the most beautiful. Picturesque from every standpoint it is

capable of harboring the allied fleets of the world powers, and it has ever been a favorite anchorage for the vessels of the United States Navy.

On the north, Fortress Monroe, most imposing of the nation's defenses; on the south, Norfolk and Portsmouth, teeming cities, filled with bustling activity. It was on this broad expanse of water that occurred the memorable naval combat between the "Monitor" and the "Merrimac" that changed the naval construction of the world; and here also the first screw-propeller steamer revolutionizing navigation, was used.

At Portsmouth is the Navy Yard, with its immense dry-docks, fine parade ground, magnificent machine works and beautiful park. Every war in which the United States has engaged is represented in the yard by some interesting relic. Another

Government institution at Portsmouth is the Marine Hospital, situated in a beautiful grove at the focus of a peninsula projecting into the river. The building is handsome, and with its wooded setting, forms a striking picture from the river.

Sewell's Point was the site of the Jamestown Exposition. The Point was also the scene of the first engagement, on Virginia soil, in the war between the States—a skirmish between the "Monticello," a Union gun-boat, and a shore battery composed of the Norfolk Light Artillery Blues.



LOOKING ACROSS THE HARBOR FROM TOP OF NATIONAL BANK OF COMMERCE BUILDING
BERKLEY ON LEFT PORTSMOUTH ON RIGHT

Between Sewell's Point and Fortress Monroe the Government, more than seventy-five years ago, began the construction of a fortification—Fort Wool, popularly termed "Rip Raps." It has been recently completed and equipped with modern guns and machinery of war.

Cape Henry is the point where the English colonists first landed upon American soil, and where the visitor may observe one of the greatest natural curiosities in the United States. The winds and tides of centuries have hurled back the sand from the shore, forming it into hillocks 200 feet in height and several miles in length. From the apex of these sand-hills one may gaze down upon the tops of the highest trees growing on the marsh that ends at these sand-dunes.

Of the two lighthouses at the Cape, the one built in 1791 is still serviceable, but not lofty enough to subserve present-day purposes. The new one, completed in 1879, stands 172 feet high and casts its beams far out to sea. A wireless station is located at Cape Henry.

Further down the coast is Virginia Beach, the famous seaside resort. Here the beach is wide and hard, and the spot is celebrated the length of the Atlantic Coast for its surf bathing.

Ocean View is another very famous and popu-

lar resort, and sometimes spoken of as the "Atlantic City" of the South.

Overlooking the lower Chesapeake Bay, and commanding a magnificent position at the entrance to the broad Hampton Roads, is located that important coast defense, Fortress Monroe.

The National Capital, all of that territory contiguous to Chesapeake Bay, the cities bordering upon Hampton Roads, and the Norfolk Navy Yard are under the protection of this formidable fortification, equipped with the most modern armament.

Plans are on foot for the construction of an even greater Coast Defense at the entrance to Chesapeake Bay, for, in the words of President Taft, "The Government realizes the increasing necessity for the protection of these waters and surroundings in times of war."

The business streets of **Norfolk**, particularly the retail district, would be a credit to a city three times **Norfolk's** size.

Better street illumination cannot be found. Over two miles of a "Great White-way" causes this section to be the promenade for thousands of visitors nightly.

Visitors marvel at the progressiveness, attractiveness, and prosperity of the retail stores, but when consideration is given to the fact that

Norfolk is the retail trading center of an area with a population of over a million people within a radius of seventy-five miles, no explanation of the condition is necessary.

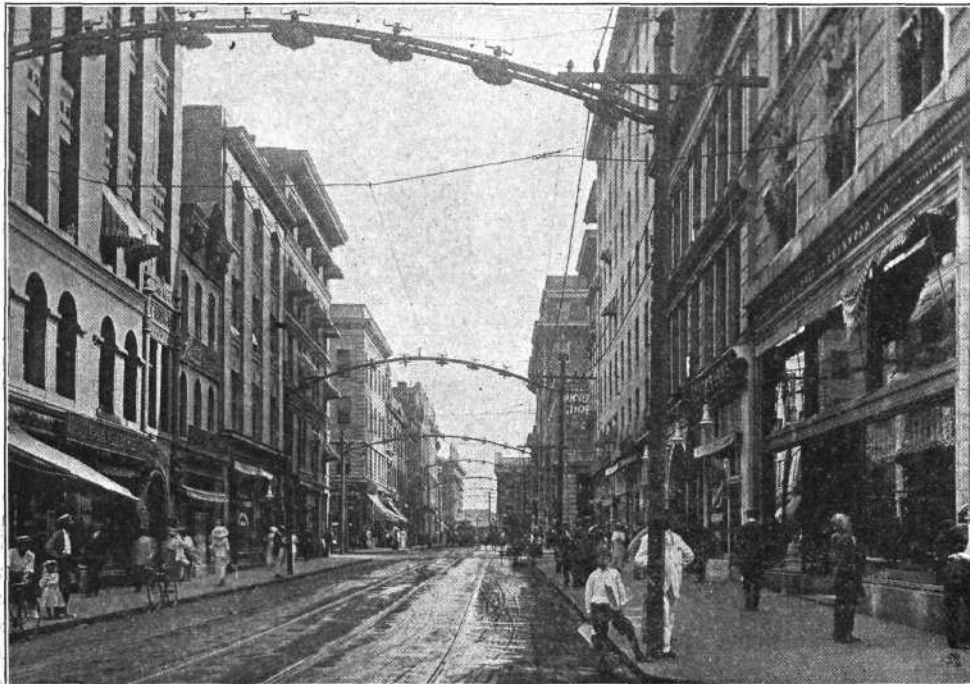
Norfolk's educational facilities compare favorably with those of any city of its size in the country. The public school system ranks with the best in Virginia, and, in point of progress and development, it is well in the lead. No city has made greater strides along the line of public education than has **Norfolk** in the past ten years.

Every denomination is represented among **Norfolk's** many churches. The residential section is dotted with new and modern sacred edifices, and those that are to be found in the business district, or "Old Norfolk," are associated with Revolutionary history—St. Paul's, in the quaint little church yard, surrounded by the hustle and bustle of a busy city, to this day has embedded in its walls a cannon-ball fired by Lord Dunmore in 1776.

The Naval Young Men's Christian Association—**Norfolk** Branch—opened its new, handsome and commodious building, costing \$325,000.00, in January, 1909. It is interested in the welfare of the men who compose the United States Navy and Marine Corps, and does a wonderful work in strengthening the men of the service.



The New Royster Building, as it will appear when completed.



GRANBY STREET, LOOKING TOWARDS MAIN STREET FROM CITY HALL AVENUE

A CONCRETE ILLUSTRATION OF NORFOLK'S GROWTH.

	1900	1910	Per Cent. Increase.
Population of City proper.....	46,634	67,452	44.6
Community population within 5c car-fare limit.....	60,000	110,000	83.3
Community population within 10c car-fare limit.....	78,000	154,000	97.4
Community population within 25c car-fare limit.....	93,500	225,000	14.0
City Area—Acres.....	3,350	4,253	29.1
Paved Streets—Miles.....	24	60	15.0
Sewers—Miles.....	29	58	10.0
Car Lines—Miles.....	98	193	96.9
Assessment—Real and personal.....	\$22,447,970.00	\$51,450,000.00	12.9
Bank Deposits.....	7,831,710.00	18,422,168.00	135.2
Post-office receipts.....	116,160.75	339,611.10	192.5



GRANBY STREET

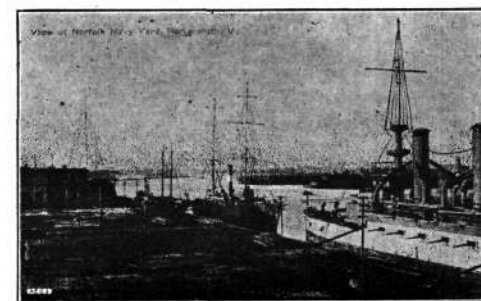
SALZMAN DENTAL PARLORS—Dr. Chas. Marhoffer, Proprietor—27 Granby Street.—Any review pertaining to the industries and resources of **Norfolk** that failed to make mention of the dental profession would indeed be very incomplete. It may be said that **Norfolk** has some of the leading dentists of the United States, and in this connection, we desire to make prominent and favorable mention of the Salzman Dental Parlors, owned and operated by Dr. Chas. Marhoffer. This gentleman commenced the dental profession as an office boy, and later graduated from the Baltimore Medical College, and has had upwards of eighteen years practical experience. He is thoroughly familiar with every detail of the profession, and has gained much of his experience by seeing many of the leading and most prominent members of his profession in actual operation. Since coming to **Norfolk**, he has had pronounced success, and has drawn to his parlors many of the leading families throughout the eastern part of

Virginia. He has engaged the services of a number of very able and prominent dentists as his assistants, and people come here from a great distance in order to receive the benefits of their experience and ability. Dr. Marhoffer is a native of New York City. He has come to **Norfolk** because of the great demand here for high-class men in his profession, and we must say that he has had wonderful success, and in order to meet the requirements of the immense patronage, has just opened branch parlors at the corner of Church and Queen Streets, which are handsomely appointed with all that is new and modern in the line of dental equipment. Dr. Marhoffer uses the very best materials, and his charges are reasonable. He is well-known, popular with the trade, and aside from his own affairs, manifests a deep interest as regards the future of **Norfolk**. The announcements of his movements, from time to time, appear in the daily papers, and are always read with much interest.

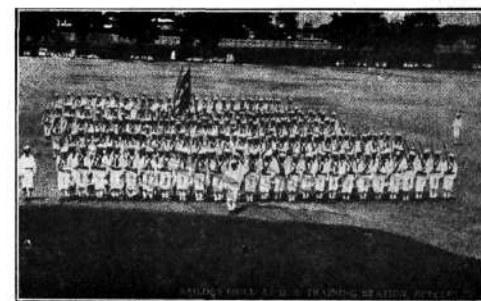
GEO. W. TAYLOR & CO., Inc.—Wholesale and Retail Coal, Wood and Ice—Pocahontas Steam Coal a specialty—The main office of this concern is located in the Haddington Building, corner Granby Street and City Hall Avenue and the phones are Nos. 34 and 93.—The yard office phones are Nos. 137 and 180.—The yards and docks are at Central Wharf, and shipping piers as follows: N. & W. Railroad Co., City and Lamberts Point, Virginia; and Virginia Railway Co., Sewells Point, Virginia. This is an old established business, having been in existence for years, and enjoys an extensive trade. The concern is incorporated and the general manager of the business is Mr. J. Aubrey Butt. Mr. Butt is thoroughly familiar with the industry, and ably looks after every detail of the business. His highest aim is to please and satisfy the trade. Aside from his own interests, he manifests a deep regard for the growth and progress of **Norfolk**, and believes the city has a wonderful future.

DR. MATTHEWS—Antiseptic Surgeon Chiropodist—This gentleman is located in the Haddington Building, Room No. 67, corner City Hall Avenue and Granby Street, and has phone connection 7086.—He has been established in **Norfolk** for two years, and has built up a very fine practice. He is one of the most successful surgeon Chiropodists in America to-day, and has been practising his profession in this country for twenty-one years. He is a native of England, where he learned the profession. He was located in the city of Los Angeles, Cal., for seven years. He likes the climate of **Norfolk**, and thinks that this is one of the best cities on earth, and is destined to become one of the greatest seaport centers of the world. He operates according to high-class and modern methods, and is an expert in his chosen profession. He treats all ailments of the feet, and if you want genuine satisfaction, call and see him.

W. S. & F. D. MATTHEWS—Real Estate and Rental Agents.—This firm is located at 57 Granby Street, and the business has been established for the past six years. The office has phone connection "Norfolk" 274. A general real estate business in all its branches is transacted, and the firm makes a specialty of city and suburban property, lots improved and unimproved. They operate according to high-class methods, and are strictly reliable in their dealings. These gentlemen are widely and favorably known throughout **Norfolk**, and have built up a very substantial business. Aside from their own interests, they do all they can for the upbuilding of **Norfolk**, and think the city has a wonderful future.



View of Norfolk Navy Yard, Portsmouth, Va.



Sailors' Drill at U. S. Training Station, Berkley, Va.



VIEW FROM TOP OF NATIONAL BANK OF COMMERCE BUILDING



LYNHAVEN HOTEL

ABBOTT MORRIS & CO.—Real Estate, Investments, Stocks, Bonds and Insurance—Office, 37 Atlantic Street, with phone connection 347.—This firm is in every way regarded as one of the leading concerns of its kind in **Norfolk**, and is transacting a large and important business. The firm is well established and enjoys a reputation of the very highest. Mr. Abbott Morris is at the head of the company, and is conducting the affairs of the business according to modern and progressive ideas, and keeps fully abreast of the times. He has succeeded in creating many notable and important transactions in realty. The firm handles all classes of city and suburban property, attends to rentals and collections, and is in every way a very desirable agency. The company occupies finely appointed offices at the above address, and presents a very busy scene at all times. Any one interested in **Norfolk** realty should by all means consult this firm.

C. E. NASH—Grocer—21 Charlotte Street.—It may be said that Mr. Nash conducts one of the leading and most prosperous grocery stores in the city, and has been engaged in this special line of business for more than a quarter of a century. For the past twelve years, he has been at his present location. He operates a strictly high-class business, in every sense of the word. His store is nicely appointed, and the stock carried is composed of the very purest of strictly pure food supplies, including everything in groceries, meats, table delicacies, produce, fruits, etc. In soliciting your patronage, Mr. Nash is in a position to guarantee full satisfaction, and during the many years he has been located here, he has become known to the trade to be strictly reliable in all his dealings. A number of polite and accommodating clerks are employed at all times.



BOARD OF TRADE

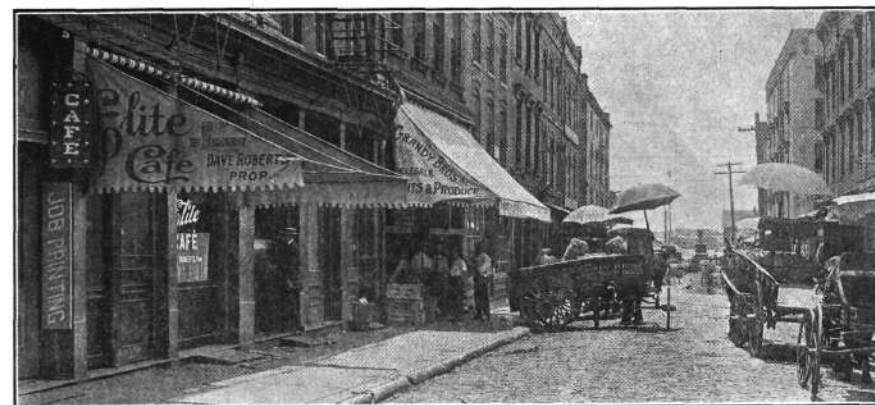


GRANDY BROS., INC.

ST. DENNIS HOTEL—Ladies' and Gents' Cafe—Corner Main Street and Roanoke Avenue.—This business has now been established for the past two and one-half years, and is owned and conducted by Mr. James G. Brounley. This gentleman is well and favorably known, being a native of this city, and he has been engaged in the liquor business since 1892. He thoroughly understands its every detail, and it has become a well-known fact that he serves the finest and best brands of liquors at his bar. He considers that no liquor is too pure or costly for his patrons, the result being that he has succeeded in gaining the patronage of many of the best people of the Norfolk district. His place is clean and attractive, handsomely fitted up, and presents a very inviting appearance. There is a fine ladies' cafe on the second floor. The best of everything in season is served, including lobsters, crabs and clams, steamed Lynnhaven oysters a specialty. Mr. Brounley wants your business, and strives hard to give satisfaction. He is a great booster for Norfolk, and boldly makes the assertion that no other city on the globe is her equal, or has a brighter future.

ELITE CAFE—This first-class cafe is located at 91 Roanoke Avenue, and is owned and conducted by Mr. D. F. Roberts. The business has been established for several years, and the cafe is regarded as one of the very best in Norfolk. It is perfectly clean and sanitary throughout, and the equipment of the place is in accord with modern ideas. The cafe is kept open from 5 A. M. until 9 P. M., and a number of people are kept busy at all times, waiting upon the trade. Mr. Roberts is a gentleman of some ten years experience in the restaurant business in Norfolk, and thoroughly understands its every detail. He is a young man, popular with the trade, and is very conscientious in the conduct of his place; purchases the very best of pure food supplies and tries to give complete satisfaction to each and every customer. The bill of fare contains everything in season, and popular prices prevail.

GRANDY BROS., Inc.—This is one of the large wholesale fruit and produce houses in the city. It is located at 87 Roanoke Avenue, and the business has been established for seven years, having been incorporated in 1909. The active officers are W. J. Grandy, president, and J. L. Grandy, secretary and treasurer. The office has phone connections Nos. 56 and 55. The concern is operating a very large and prosperous business throughout the States of Virginia and North Carolina and South Carolina and a number of traveling men cover the territory. The firm is financially responsible, and is thoroughly reliable in every sense of the word. The Messrs. Grandy are prominent men of affairs, stand high in the esteem of the general public, and are deeply interested in the progress of the city.



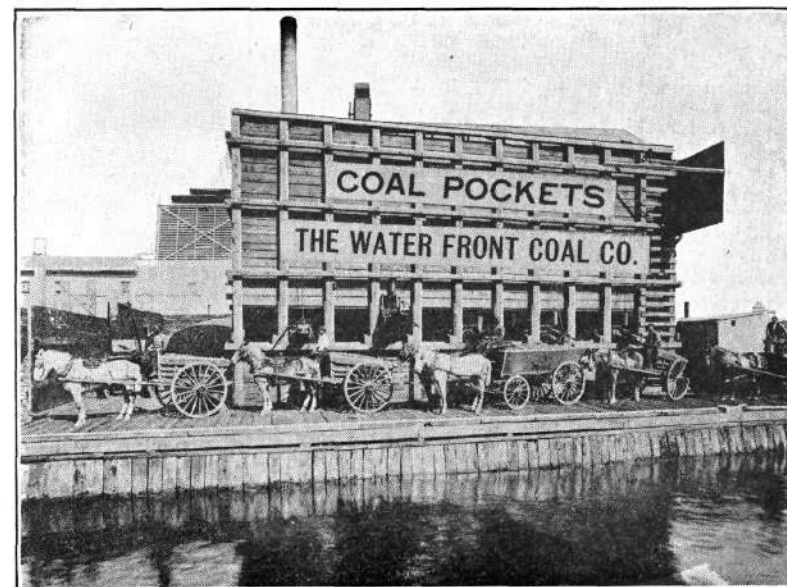
ROANOKE AVENUE

EAGLE IRON WORKS—Walter A. Edmonds & Co., Proprietors—Mill, Railroad, Steamboat Work, Founders, Pattern Makers, Machinists and Blacksmiths—Nos. 352 to 364 Water Street. This is one of the reliable and prosperous industrial enterprises of the city of Norfolk. The business has been in existence for more than a quarter of a century, and has been a success from the beginning down to the present time. Employment is given to an average force of thirty skilled mechanics, in the various departments, and the quality of work executed by this concern is of the very highest. Mr. Walter A. Edmonds is the manager of the business, and he is ably looking after its every detail. This is a very reliable and substantial enterprise, and the equipment is such that all work is promptly executed.

THE WATER FRONT COAL COMPANY, Inc.—Anthracite and Bituminous Coal—1-15 Nivison Street.—This concern has been in existence since 1904, and from the very day of its organization the company has transacted an enormous business. The operations are both wholesale and retail, and the handlings include the better grades of anthracite and bituminous coal. They make a specialty of Pocahontas New River Coal. The company's wholesale transactions cover Virginia and the Carolinas. They have the very best facilities for handling orders, and the prices are according to the lowest market quotations. The business is well established, and on a solid and substantial basis. The officers of the company include Messrs. Hugh N. Page, president; Thomas N. Page, vice-president, and O. W. Guy, secretary and treasurer.



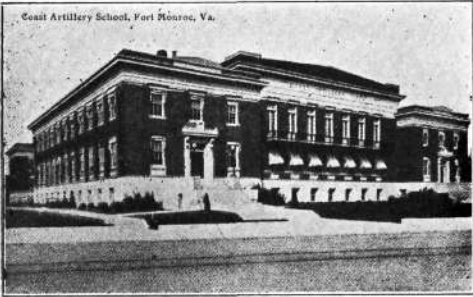
ELITE CAFE, NO. 91 ROANOKE AVENUE



THE WATER FRONT COAL CO.



Sand Dunes, Virginia Coast, Cape Henry, Va.



Coast Artillery School, Fort Monroe, Va.

TIDEWATER AUTOMOBILE AND GARAGE CO., Inc.—Automobiles, Storage, Repairs and Supplies.—This concern is located at 99, 101, 103 Tazewell Street, and the business is well established. It is counted as one of the leading automobile institutions of the city, and the officers of the company are Messrs. C. P. Weston, president, and George F. Burke, vice-president. The place is modern in its construction, and equipped with all necessary conveniences and facilities necessary for the prosecution of the automobile industry. They are agents for the Locomobile, "The Best Built Car in America." Their latest catalog shows some very handsome designs in touring, limousine and torpedo cars. Their equipment includes many features which are to be found in no other make of automobile. If you are interested in the purchase of a machine, you should by all means thoroughly investigate the Locomobile before closing the contract. These cars are modern, high-class, attractive and popular with the wealthier classes.

E. L. WILLIAMS—Livery, Boarding and Transient Stables—106 Brewer Street, 111 Monticello Avenue.—It can in truth be said that this is one of the leading and best known concerns of this kind operating in the Norfolk District, and a very large and growing business is transacted. The business is well-established, and no concern is more widely known. It is conducted according to modern and progressive ideas, and the stables are well equipped and have all necessary sanitary conveniences. The business is among the best classes of the local

and transient public. The livery stock is of the very highest grade; the horses are well fed, and show up in fine condition, while the vehicles are of the latest style and are kept clean and attractive and in perfect repair. The prices are reasonable, and all calls are promptly answered. Special attention is given in furnishing hacks for funerals, marriages, theatre parties, etc. The enterprise is perhaps better known as the "Monticello Avenue Stables," extending through the block from 111 Monticello Avenue to 106 Brewer Street. The office has telephone connection 325.

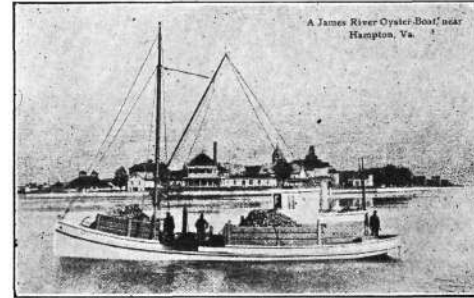
T. J. CAREY—Plumbing, Heating and Lighting.—This gentleman is located at 35 Charlotte Street, and has been established in the business for the past twenty-eight years. He has become recognized as one of the leading and highly-skilled plumbers of Norfolk, and during this long period he has executed many notable and important contracts, and has the very best references to offer as to his absolute reliability. He employs a large number of highly-skilled workmen at all times, and is prepared to execute promptly anything in the line of high-grade plumbing, heating and lighting. He keeps fully abreast of the times, and adopts all the latest ideas which are practical. His prices are reasonable and he uses the very best materials, and employs only highly-skilled workmen. Mr. Carey wants your patronage, and he has the reputation of never failing to give satisfaction. He strives hard to please each and every customer, and it may be said that small jobs are given the same very careful attention as larger contracts.



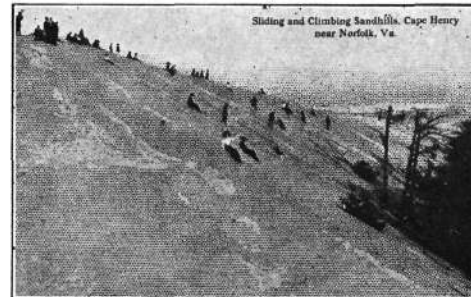
Ground, Va. Beach, near Norfolk, Va.



200,000 Bushels of Oyster Shells, Hampton, Va.



A James River Oyster-Boat, near Hampton, Va.



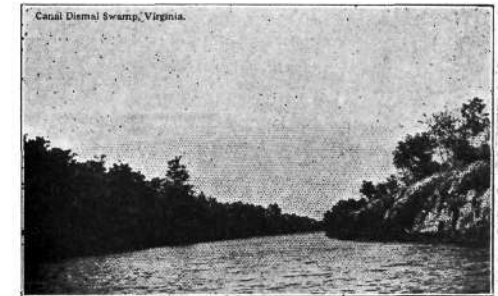
Sliding and Climbing Sandhills, Cape Henry near Norfolk, Va.

VIRGINIA PIANO COMPANY, Inc.—Factory Distributors Hallet & Davis Piano Co.—The office and salesrooms of this concern are located at 158 Granby Street, and this house is known as "The Home of Good Pianos at Right Fixed Prices." The business is under the able management of Mr. B. H. Chase, a gentleman of large experience in the piano industry. This concern is well established, and has an enormous trade throughout the Norfolk district. It is in every way counted as one of the leading progressive and prominent piano institutions of this part of the State. The company deals in high-grade pianos, player pianos, organs, automatic and electric pianos and distributors for Hallet & Davis, Conway, Lexington and other famous makes of pianos.

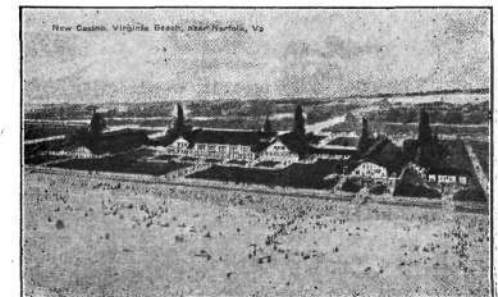
COLONIAL SAMPLE SHOE SHOP.—"There's a destiny that shapes our ends rough," but this destiny may be defeated if one will but be judicious in the selection of the merchant whose part it is to see that the rough ends are made smooth. In other words, good shoes are a potent factor in human happiness. The Colonial Sample Shoe Shop 152 Granby Street, makes a specialty of good shoes, if you would avoid the many troubles incident to improperly clad feet, you can do no better than to give this shop a thorough trial. Best values for women and growing girls only, are the rule at this place. Women's sample shoes, oxfords, pumps and evening slippers of values from \$4.00 to \$6.00 can be secured here at \$2.50. No more, no less. It is the place for genuine bargains, when the high cost of living is actually reduced

to a minimum the hard earned dollar is made to do more than its full duty here. The proprietor, Mr. A. D. Slesinger, being very fortunate in securing Mr. J. W. Regan, of Washington, D. C., as manager. Mr. Regan having been employed as manager and assistant in some of the best shops in Washington and Albany, N. Y. He is a very careful and conscientious foot fitter, honest and upright in all things, you are sure of fair and square dealing with him. He employs only competent salespeople, and all sales come under his immediate supervision. No matter how small, narrow or unusual, they have a shoe for every foot.

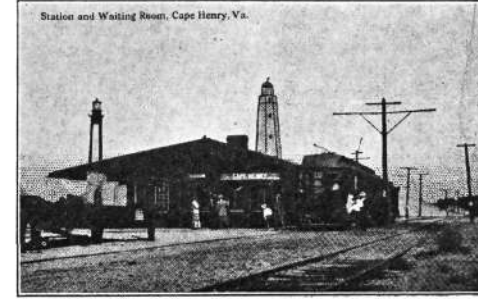
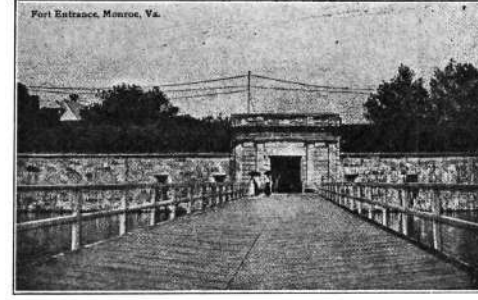
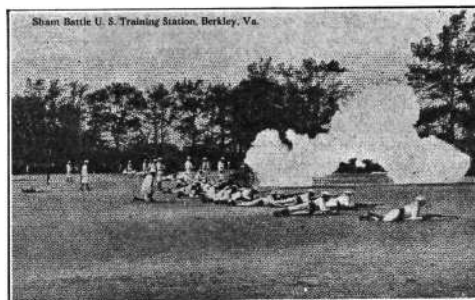
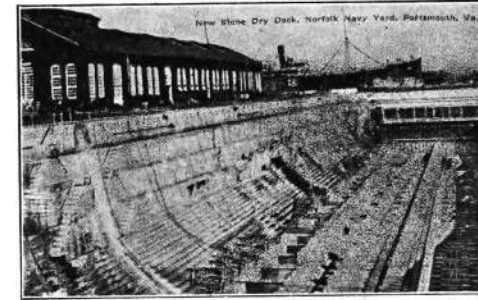
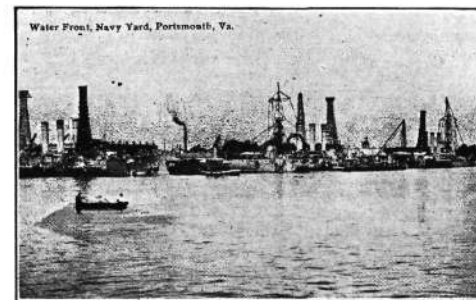
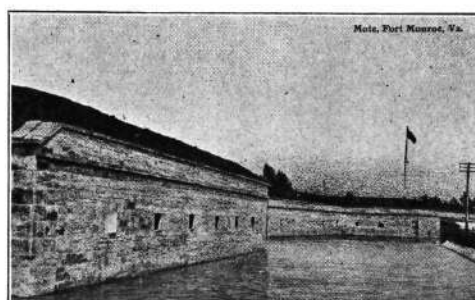
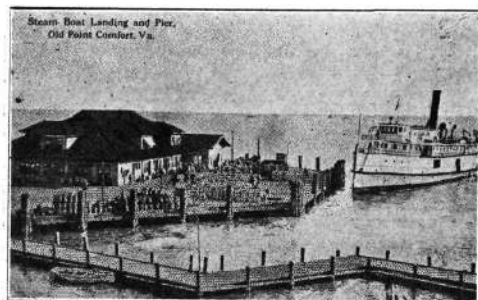
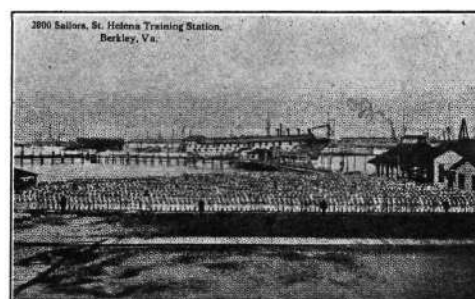
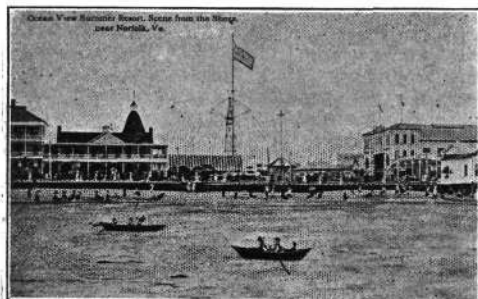
GREENWOOD'S, Inc.—Jewelers and Silver-smiths—56 Granby Street.—The president, treasurer and principal stockholder of this leading and prominent establishment is Mr. M. J. Greenwood. Mr. Greenwood has been engaged in this business here for the past six years, and is classed among the prominent jewelers of Norfolk. He has had an experience in the business covering a period of seventeen years, is a native of Georgia, and has been located in Norfolk for twelve years. He personally looks after the management of his business, and operates one of the finest and best stores in the city. It is handsome in its interior appointments, and the stock carried is unsurpassed as regards its high quality and general excellence. It includes all kinds of fashionable jewelry, sterling silver, cut glass, diamonds and everything usually found in a high-class enterprise of the kind. Mr. Greenwood is favorably known to the trade, and is one of the popular and progressive men of affairs of Norfolk. He has at heart the best interests of the city.



Canal Diema Swamp, Virginia.



New Castle, Virginia Beach, near Norfolk, Va.





COMMERCIAL PLACE

W. T. HAM & COMPANY, Inc.—Brokers—Sugar, Flour and Hay.—This company is located at 148 Water Street, and the business has been established for a period of some twenty years. It was incorporated the first of January, 1912, and Mr. W. T. Ham is the president and general manager, and Mr. W. O. Scott, treasurer. The territory chiefly covered by this company includes Virginia and North and South Carolina, but extensive shipments are also made to other points. They are distributors for Pennsylvania Sugar Co., Voight Milling Company and King Milling Company, as well as many other well-known and substantial enterprises. The leading specialties of the company include sugar, flour and hay.

G. F. FULFORD & CO.—Real Estate, Auctioneers and Rental Agents.—This firm is

located at 245-246 Arcade Building, and the business has been established for about eight years. It is in every way one of the progressive, highly prosperous and successful real estate agencies in the city. A very substantial business is transacted, and the firm has a large list of high-grade property for sale, located in all parts of the city and suburbs. The company is strictly reliable in its every feature, and maintains membership in the Norfolk Real Estate and Stock Exchange. The office has telephone connection No. 3017. Mr. Fulford is one of the popular and prominent men of Norfolk and is deeply interested in the progress of the city.

D. W. WARREN CO.—Seedsmen—105 Commercial Place.—Perhaps no concern operating in the Norfolk district is more widely known than the old established and pioneer house of D. W.

Warren Co. Mr. D. W. Warren established this business in 1869, and it was incorporated in 1903. The premises comprise a large three-story building, and both a wholesale and retail business is transacted. The business is confined mostly to Eastern Virginia, with market gardeners and truck farmers. Mr. Warren is thoroughly familiar with the conditions of this section, and has eminently succeeded in handling choice seeds of the best varieties, particularly adapted to the soil requirements of this section. The business of this house is therefore on a solid and substantial basis, and many of the truck farmers have been dealing with him exclusively for many years. Mr. Warren has long been one of the prominent men of affairs of Norfolk, and is a great believer in the future of the city. His house is regarded by many as the leading headquarters for seeds in this section.

S. M. PRICE MACHINERY CO., Inc.—Machinery and Supplies—45-47 Commercial Place.—The business of this concern was inaugurated and incorporated about nine years ago, and the active officers include the following prominent and widely known gentlemen: Mr. S. Milnor Price, president; Mr. Walter L. Graham, vice-president, and Mr. Chas. A. McLean, secretary, all of whom have had many years of experience in this line of industry, and thoroughly understand its every detail. They have succeeded in making their house one of the greatest in the South, and their business is broadly distributed throughout Virginia, North and South Carolina, and a number of traveling men represent the house on the road in the interests of the trade. The premises include a very modern five-story building, which presents an attractive appearance, and the stock carried comprises strictly high-grade goods, and altogether this house is one of the cleanest and most up-to-date of any similar concern in existence. They are selling agents for the following prominent and well-known firms: Erie City Iron Works, Engines and Boilers; Geo. F. Blake Manufacturing Company, Steam Pumps, Air Compressors and Condensers; Kieley & Mueller, Reducing Valves, Steam Traps, Pump Governors, etc.; Band and Circular Saw Mill, Planing Mill, Box Mill, Barrel and Keg, and Sash and Blind Machinery; Lambert Hoisting Engine Co., Hoisting and Log Skidding Machinery; Machine Shop Tools, Lathes, Planers, Shapers, Radial Drills, Boring Mills and Vertical Drill Presses; Henry Disston & Sons' Saws, Machine Knives and Files; Lunkenheimer Co., High-grade Steam Specialties; Detroit Oak Belting Co., Pure Oak Tanned Leather Belt; N. Y. Belting and Packing Co., Belting, Packing and Hose; Dodge Manufacturing Co., Wood and Iron Pulleys, Hangers, Shafting, etc.; Standard Paint Company, Ruberoid Roofing; Glacier Anti-friction Metal; Ehret Magnesia Manufacturing Co., 85 per cent. Magnesia Covering, Air Cell Covering, etc.

WM. A. BURCHARD COMPANY, Inc.—Registered Electrical Engineers and Contractors—Dealers in Dynamos, Motors and Supplies, Elevator Construction and Repairs—78-84 Commerce Street.—In reviewing the trade and commerce of the city of Norfolk, we find a leading and prominent concern operated by Wm. A. Burchard Company, Incorporated. The business of this house has been established for fifteen years and incorporated four years. They occupy a large three-story building, besides two floors in another large building on the opposite side of the street. They transact an immense business, and give employment to some thirty-five people. Their operations cover nearly all the Southern States, and they have just recently completed a number of contracts in Florida, Mississippi, Texas and Georgia. The concern is strictly reliable, is incorporated, and has for its officers the following prominent men of affairs: Messrs. Wm. A. Burchard, president and general manager; E. T. Henderson, secretary and treasurer, and Charles Sorrell, vice-president. This is one of the largest concerns of its kind in the entire South.



PAUL B. WARREN, UNDERTAKER AND EMBALMER

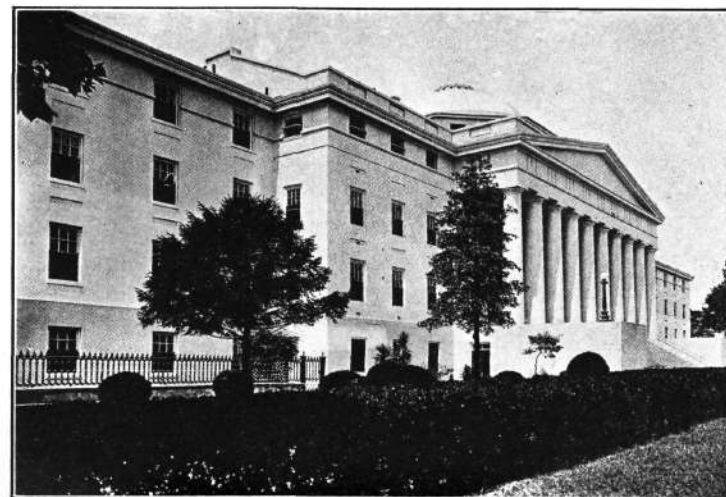
PAUL B. WARREN—Undertaker and Embalmer.—This is comparatively a new enterprise, having been in existence only since September, 1911. It is located at 424 Freemason Street, and has phone connection, No. 6347. Mr. Paul B. Warren is not new to the business, as he has had a number of years practical experience and training in this city, and is exceedingly well-known. He is a graduate embalmer, and adopts the very latest methods in the art. He has a full and complete equipment including show-rooms, a funeral parlor, and everything that properly belongs to a first-class undertaking establishment. He personally looks after the management of the business, and is prepared to answer all calls promptly, either day or night. Mr. Warren is a young man, very progressive, and strictly reliable in all his dealings, and aside from his own affairs, manifests a deep interest as regards the progress of **Norfolk**, and thinks the city has a bright future.

F. J. DEAN—Shirts Made to Order.—This gentleman is located at No. 92 Granby Street, Room 270 Withers Building, and the office has telephone connection 4557.—Mr. Dean was formerly of Hatch, Dean & Co. He is a gentleman of twenty-five years experience in the business in **Norfolk**, and is thoroughly familiar with its every detail. He personally looks after the cutting and fitting, and is undoubtedly the leading and most expert shirt maker in the city. A number of people are employed, and his patronage is among high-class trade, those who appreciate fine, well made and perfectly fitting garments. Mr. Dean is favorably known to the trade and is a gentleman of most excellent standing. Aside from his own interests, he manifests a deep regard for the future of **Norfolk**, and thinks she is destined to become one of the greatest seaports in the world.



GRANDY, THE FLORIST

J. W. GRANDY, JR.—Florist—The handsomely equipped florist establishment of Mr. J. W. Grandy, Jr., is located on Tazewell Street, Colonial Theater Building, and the office has telephone connection 731, and residence phone, 3992.—Mr. Grandy has been established in the business here for the past four years, and it may be said that his clientele is among the leading families of **Norfolk**. He caters to the high-class trade, and deals in the finest and choicest of flowers, shrubs and other products pertaining to this industry. He makes special rates on funeral and wedding orders. Mr. Grandy is a gentleman of large experience in horticulture, is a graduate of the Virginia Polytechnic Institute at Blacksburg, in 1906, and before locating in **Norfolk**, spent three years with leading concerns in Richmond and other points. Special attention is given to phone and mail orders. Mr. Grandy is a young man, having been born in **Norfolk**, and is a great believer in the future of the city. He is now making preparations for the erection of large and handsome greenhouses, where special attention will be given to the growing and culture of everything to this line.



U. S. NAVAL HOSPITAL

H. G. BONNEY—Cut-rate Mail Order Liquor House—101-103 Union Street—Telephone 2759.—This business has now been established since 1892, and perhaps no concern in the city is more widely known, or enjoys a better reputation for high quality of goods ever carried in stock. Mr. Bonney is very careful, painstaking and conscientious in the conduct of his business, and adopts the very best methods, and gives prompt service in the filling of all orders. The stock is unsurpassed

as regards its quality and character, and many famous imported and domestic brands are found on the list. In connection with the business, a first-class restaurant is also conducted. Mr. Bonney occupies a large three-story building, which presents a very attractive appearance and in every way he is classed among the substantial and progressive business men of **Norfolk**. He never loses an opportunity to speak a good word for the city and believes that **Norfolk** has a great future.



H. G. BONNEY



RICHARD BANNIER CO.

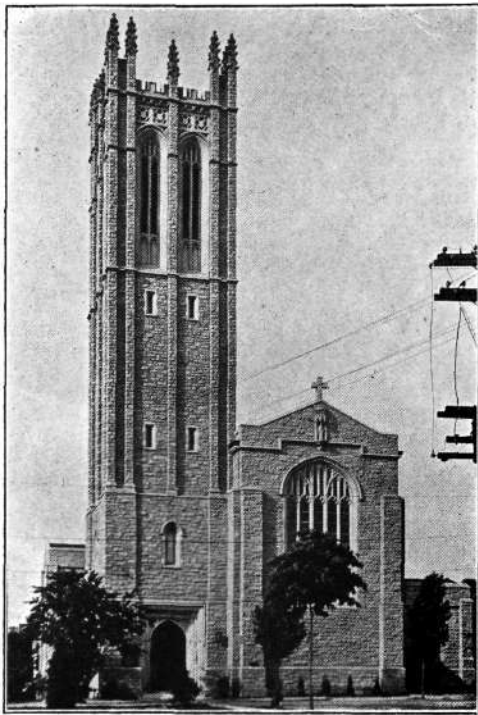
(INCORPORATED)

Barbers' Furniture and Supplies, Cutlers and Grinders

General Manufacturers of Toilet Waters and Perfumes

115 COMMERCIAL PLACE

Among other distinctions, Norfolk enjoys the reputation of being the home of the largest barber supply house in the South, located at the above address. This company was incorporated in April, 1912, but the President and Treasurer, Mr. Richard Bannier, has been engaged in the business in Norfolk for six years past, and is exceedingly well known throughout this district, as well as the Southern States. He has had an experience in the business covering a period of twenty three years, having learned the trade in Germany, he being a native of Solingen. He has learned the trade well, is a master mechanic, and highly gifted in every detail of the profession. For three and a half years he was manager of J. Wiss & Sons, of Newark, N. J., largest shear manufacturers in the United States. The Richard Bannier Co., Inc., has a very fine establishment, including a modern building of three floors and basement, the stock carried is enormous, and the place is headquarters for everything pertaining to this special department of industry. In the line of Toilet Waters and Perfumes, the trade is increasing so rapidly that it is hard to keep up with the orders. These goods are largely used by the leading and first-class shops throughout the south, as soon as the goods are introduced and their merits become known, the demand for them steadily grows.



CHRIST CHURCH

L. CLAY KILBY.—Real Estate and Rental Agent.—Mr. Kilby is located at 103 Plume Street, Second Floor, Room No. 4, and has been established in the real estate business here for the past eight years. He is a native of Suffolk, Virginia, and has been a resident of Norfolk since 1872, and before commencing in the real estate business, he was for a period of twenty-five years engaged in the brokerage business. He is operating a fine and successful business, and has a large clientele. His handlings include all kinds of city and suburban property, farms, etc. Mr. Kilby is a gentleman of excellent standing in business and social circles, and aside from his own interests, manifests a deep regard as to the progress of Norfolk. His office has telephone connection No. 375.

JOSEPH M. CLARK & CO.—Tow and Water Boats.—Any review of the city of Norfolk which failed to make prominent mention of the old established and well-renowned firm of Joseph M. Clark & Co., would indeed be very incomplete. This is by far the oldest and largest concern of its character operating in this part of the world, and the name of the firm is favorably known in nearly every seaboard city on earth. The members of the firm include Messrs. Joseph M. Clark and Alvah H. Boushell, who are classed among the prominent men of affairs of Norfolk, and who, besides their own interests, do all they can for the upbuilding of the city. Their office is located at the foot of Roanoke Dock, and all letters, telegrams and orders for vessels in their care will have prompt delivery.

Office phones 190 and 191; residence phone 469. They are owners of the following tugs: "Jos. M. Clark," "Edna V. Crew," "J. Alvah Clark," "Reliance," "Hustler," "Ridgewood," "Protector," "Pioneer," "Wrestler," "Willard," "Mutual." Norfolk Harbor, Nansemond River, James River and Bay towing a specialty. Scows furnished for harbor transportation; tugs furnished with powerful pumps and syphons.

MASENGILL & HOUGH, Inc.—General Commission Merchants—Wholesale Fruit and Produce—31 and 33 Roanoke Dock.—This concern is in the third year of its existence, having been incorporated in November, 1911. Its officers include S. N. Hough, president; R. T. Masengill, vice-president, and F. U. Masengill, secretary and treasurer. These gentlemen are among the best known merchants and most progressive citizens of Norfolk, and are operating a most successful business. They have the very best references to offer, including the National Bank of Commerce, The Produce Reporting Co., Mercantile Agencies, Norfolk Jobbing Trade and Norfolk Asso., Credit Men. Their office has telephones connection 7041-7042, and their P. O. Box is 148. This firm is operating under the most favorable auspices, and is rapidly building up an enormous business. They are members of the National League of Commission Merchants of the United States.

W. N. MAYNARD, Incorporated—Fine Tailoring.—This concern is located at No. 74 Plume Street, and is in every way regarded as one of the leading tailoring enterprises of the Norfolk district. The business is incorporated, the president and manager being Mr. W. N. Maynard, who has been established in this special line for some twenty years. He has long been regarded as one of the leading merchant tailors of the city, and has a patronage largely derived among the best dressed gentlemen of Norfolk. His shop is handsomely equipped, and in his show-rooms may be seen a fine line of high-grade suitings of the very latest weaves and patterns. The prices which prevail here are reasonable, and all work is done by highly experienced tailors, while the very best materials are invariably used.

CHAS. R. ROBERTSON—General Commission Merchant—Live Stock a Specialty—36 Roanoke Dock.—This is a very old established and reliable house, and is regarded as one of the very oldest houses operating in this line of industry in the city. Mr. Chas. R. Robertson is well and favorably known, is strictly reliable in his dealings, and has the very best references, including the National Bank of Commerce, Norfolk, Va., and Merchants and Farmers Bank, Portsmouth, Va. Mr. Robertson was born and reared in this part of the State, and is favorably known as a gentleman of most excellent standing and operates his business according to fair and square methods. He deals in all kinds of fruits and produce, including stock, live and dressed, poultry, eggs, hides, field peas, potatoes, bacon, etc. Mr. Robertson wants your patronage, and strives hard to please even the most exacting customer.

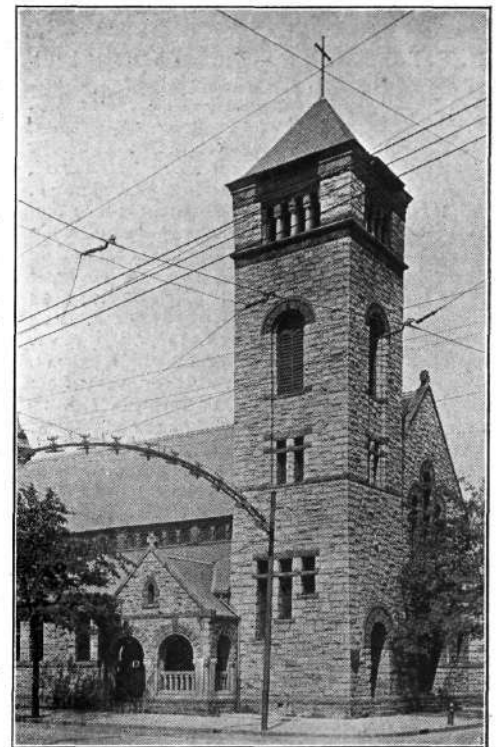
GRAND UNION TEA CO.—Teas, Coffees, Spices, Extracts—Manufacturers of Grand Union Baking Powder and Soaps.—As is well-known, the Grand Union Tea Co., is one of the greatest concerns of its kind on earth, operating two hundred and eight branch stores in principal cities, and does an enormous business. The products handled by the Company are superior in every way, and strictly high grade. The Norfolk branch is located at 216 Church Street, has been established for some ten years, and the business at this point is under the able management of Mr. J. R. Liles. The business of the concern has been established since 1872. The Norfolk Branch has an exceedingly large patronage among some of the leading families of the city. Those who appreciate high quality in the line of teas, coffees, etc., regularly deal at the Grand Union. Mr. Liles is a young man, and up-to-date in his methods, and is very popular with the trade.

L. LEON WOOD & CO.—Brokers, Stocks, Bonds, Cotton, Grain and Provisions—73 Plume Street.—Carpenter Building.—The members of this firm include Messrs. J. Leon Wood and Mr. James Webb Cole, and it may be said that they operate one of the leading concerns of its kind in the State of Virginia. This company was organized in October, 1908. Mr. J. Leon Wood is a native of Norfolk, widely and favorably known, and has been following this special line of business for thirty years or more. Of Mr. James Webb Cole, we may say that he is a native of North Carolina, has resided in Norfolk for fifteen years, and for ten years of this time, has followed the brokerage business. He is also a gentleman of excellent standing in business and social circles. This firm maintains membership in the New York Cotton Exchange, and is prepared to execute all orders promptly, having direct wires to New York Stock Exchange, New York Cotton Exchange, Chicago Board of Trade, and other financial centers. Their offices have telephones numbers 2024 and 245.

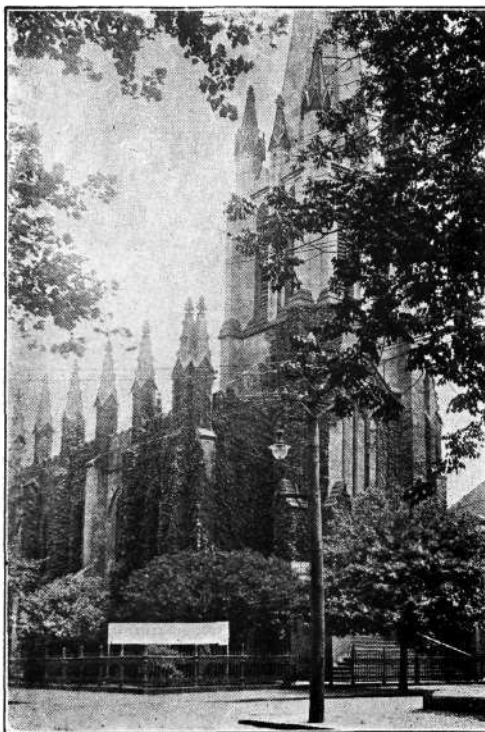
MEATH—The Hatter—Hats Cleaned, Blocked and Neatly Trimmed; Panama and Ladies' Straws a Specialty—No. 9 Arcade Building.—The proprietor of this business is Mr. F. J. Meath, and he has had an experience in the business of more than twenty years. He has been employed in some of the greatest hat factories in the United States, and has had experience in different sections of the country, from the Atlantic to the Pacific Coast. He was drawn to Norfolk because of the delightful climate here, and since coming to the city two years ago, has decided to make Norfolk his permanent place of abode. It is his intention to build up the greatest hat business Norfolk has ever possessed, and in the near future, in addition to cleaning hats, he will start a factory for the manufacture of high-grade hats for the exclusive high-class trade of both ladies and gentlemen. Mr. Meath employs several skilled hatters, and is kept very busy in the conduct of his business, which is on a solid and substantial basis.

W. B. SHAFER—Produce Shipper.—This gentleman occupies offices at 124 Church Street, and is one of the very oldest produce shippers operating in the Norfolk district. He has been established for some eighteen or twenty years, and his name is widely known throughout the northern and western markets. While he handles all kinds of produce, such as is grown throughout this section, he makes a specialty of high-grade spinach, kale, berries, cabbage, and potatoes. His office has phone connection 4796, and residence phones 4817-5716. Mr. Shafer strives hard to please each and every customer, and he has many regular patrons. He is fully reliable in all his dealings, and is a gentleman of most excellent standing.

C. S. STEPHENS—General Commission Merchant—Wholesale Fruits & Produce—No. 29 Roanoke Dock.—Mr. Stephens has been operating this special line of business for the past twelve years. He was formerly a member of the firm of H. W. Moseley & Co., and succeeded this firm in December, 1911, and continued the business in his own name. Mr. Stephens is widely known to the trade, and is building up a large business. He handles all kinds of fruits and produce, and guarantees quick returns, and he endeavors always to handle the very best class of produce and quotes the best market prices. Mr. Stephens is widely known as a gentleman of most excellent standing in business and social circles.



ST. LUKE'S EPISCOPAL CHURCH



FREEMASON STREET BAPTIST CHURCH

R. H. DIXON & CO.—Dealers in Eggs, Poultry, Fruits, Butter, Hides, Potatoes, Peas and Produce—21 Roanoke Dock—P. O. Box No. 824.—This business has now been established since 1903 and has been successful from the very beginning. The proprietor is Mr. R. H. Dixon, who is a young man widely and favorably known, is of most excellent standing in business and social circles. Because of his activity and wide acquaintance in industry, he has succeeded in making his house one of the biggest, engaged in that business, in the city. He handles eggs by the carload, as well as other products. Has the most favorable market quotations to offer. He makes a specialty of receiving shipments on consignment, and, if you want the very best results and prompt returns, be sure you ship to R. H. Dixon & Co. The firm has the very best references, which include Bradstreet's, The Citizens Bank, D. Pender Grocery Co., Whichard Bros. Co., Inc., Bank of Fremont, Fremont, N. C.; Mr. J. F. Shackelford, Tarboro, N. C.; N. B. Dawson, Conetoe, N. C. Correspondence solicited. In every way this house can be regarded as one of the leading wholesale and commission concerns of Norfolk.

E. HOGSHIRE—Sail Maker, Awnings, Tents and Flags—corner Water Street and Roanoke Avenue.—Mr. Hogshire has been established in this business for the past fifteen years, and he is one of the leading manufacturers of awnings and tents in the western part of Virginia. He does a very large business throughout Virginia,

North Carolina and Maryland. Mr. Hogshire has been operating on his own account for ten years, and, previous to this time, for a period of five years, he was a member of the firm of W. F. Edwards & Co., of which he is the successor. Mr. Hogshire has phone, No. 2608 and a residence phone, No. 4364. Mr. Hogshire does a very large business in this line and gives employment to many skilled people. All orders are promptly filled and the quality of products turned out by Mr. Hogshire are of the very best.

BATTE & SHAW—Electrical Contractors—Supplies and Repairing—Private Telephones sold installed and maintained—168 Plume Street.—This firm is composed of two of the best known electricians in the city, and they are rapidly developing and enlarging their scope of operations. They keep fully abreast of the times, and are thoroughly posted in every detail pertaining to the electrical business. They have executed many important contracts throughout the city, and are prepared to do all work promptly and in the most satisfactory manner. A complete line of supplies is carried, and in addition to all kinds of contracting they give special attention to repairing. All calls are promptly answered. Estimates are cheerfully furnished. In dealing with this firm you are sure of complete satisfaction.

JOS. F. JONES CO., Inc.—The Reliable Shoe Store—192 Church Street.—This is a very responsible concern, in every sense of the word, and the business has been established for the past eleven years. It was incorporated January 1, 1912, and Mr. Jos. F. Jones is the president and treasurer. Mr. Jones is a native of Baltimore, Maryland, and came to Norfolk eleven years ago and immediately established the above enterprise. He has always had great faith in Norfolk, and believes the city has a wonderful future and is destined to be one of the greatest seaport cities on earth. He is fully up-to-date in his methods, carries an enormous stock of high-grade footwear, and employs a number of clerks who are kept busy waiting upon the trade. The stock comprises many famous and reliable makes of footwear, and strictly "one price to all," is the rule.

ROUNDTREE, HOLLAND & CO.—Wholesale Produce and Commission Merchants—Dealers in Foreign and Domestic Fruits.—This business has been established since 1899, and is generally recognized as one of the leading produce and commission houses operating in the Norfolk district. This house is headquarters for apples, oranges, malaga grapes, lemons, peas, beans, onions, Irish potatoes, melons and cantaloupes. Southern fruits and vegetables a specialty. Correspondence is solicited. Shipments in carload lots, a specialty. This firm has the very best references including the National Bank of Commerce, Dunn's and Bradstreet's Agencies. The members of the firm are J. H. Roundtree and C. H. Holland, both widely and favorably known in business and social circles, and, who, outside of their own private interests, manifest a deep regard as to the progress of Norfolk.

WILLIAMS BROS.—Dealers in Wholesale Fruits and Produce—45-47 Roanoke Square.—This is an old established house, and, undoubtedly, the oldest concern of its kind operating in the Norfolk district. The business was first started in the year 1866 by Heard & Bro., and the firm name was changed to Williams Bros. in 1882. This firm is incorporated, and its members are G. D. Williams, president, and C. H. Williams, secretary and treasurer. These gentlemen are classed among the prominent men of affairs in Norfolk, and their influence is greatly felt in the wholesale and produce district. They ship in carloads throughout the Northern, Western and also Southern markets. This is one of the largest enterprises of its kind appearing in this section, and the firm is strictly reliable in all its details. The firm name, Williams Bros. is widely known throughout many States.

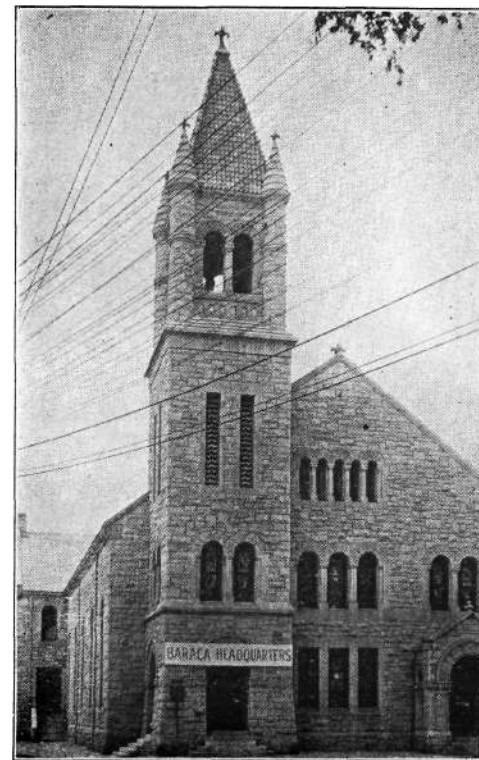
A. E. JOHNSON & CO.—General Commission Merchants—34 Roanoke Dock.—The business of this house has been established for more than fifteen years, and no concern is more widely known than that of A. E. Johnson & Co. The business was founded by Mr. A. E. Johnson, who died about nine years ago. The proprietors of the business, since that time, have been Messrs. R. L. Johnson and J. H. Johnson, both widely and favorably known in business and social circles and whose influence has been greatly felt in the produce commission trade of the Norfolk district. They operate their business according to fair and square methods, and have an enormous patronage. This is a very reliable firm, and in dealing with the house you are certain of genuine satisfaction. They make a specialty of receiving consignments, and their wide acquaintance enables them to obtain the most favorable market quotations.

S. J. KENNEDY—Wholesale Fruit and Produce Dealer and General Commission Merchant—39-41 Roanoke Square.—In reviewing the general trade and business institutions of the Norfolk district, we find the firm of S. J. Kennedy operating a leading and successful business. Mr. Kennedy has been established here for the past seventeen years and has been a conspicuous leader in fruit and produce business from the beginning down to the present time. He deals extensively in all kinds of high-grade fruit, vegetables, poultry and eggs. He handles the very best grades and quotes the lowest market prices. His office phone is 2552. Mr. Kennedy, aside from his own business interests, manifests a deep regard as to the progress of the Norfolk district. He is a gentleman of most excellent standing in business circles.

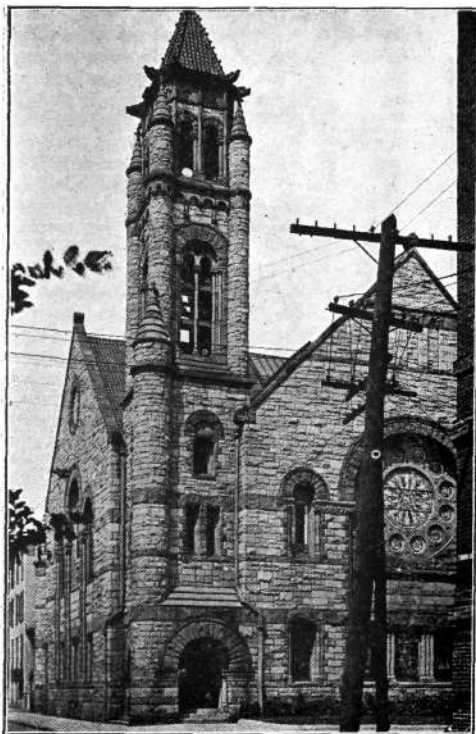
THE ECONOMY SHOE STORE.—This is comparatively a newly organized enterprise, and adds considerably to the commercial features of Church Street. It is located at 522 Church Street, corner Bute Street, and the business is under the able and careful management of Mr. George C. Cohen. While Mr. Cohen is a young man, he is nevertheless thoroughly experienced in the shoe business, and is conducting the Economy Store according to up-to-date and progressive methods. The

Stock carried is exceedingly large, and is constantly being replaced with new goods, and at all times is carried a full line of up-to-date shoes for the whole family, at cut prices. In truth it may be said that it is like finding money to buy your shoes at The Economy Shoe Store. All the manager asks is a trial to convince you that what we say is the truth. Mr. Cohen is one of the young popular business men of Norfolk, and has made a decided success at this store.

JENKINS PAINT & OIL CO.—Paints, Varnishes, Painters' Supplies.—37 and 39 Commercial Place.—In reviewing the general trade and commerce of the Norfolk district, we find the Jenkins Paint and Oil Co. occupies a foremost position in this special department of trade. The Company has been incorporated since 1896, and the officers include J. I. Jenkins, president, and Edd Riddick, secretary. The products manufactured by this company are guaranteed to be strictly pure, and of the best quality, their leading brands including Merimac Mixed Paint and Basol, a high-grade proprietary product. The company has built up a trade throughout the entire south. The premises comprise a large and attractive four story building at the above address, and the equipment of the plant is perfect throughout. This is a very reliable and substantial concern, and its influence is greatly felt in helping to spread the fame of Norfolk as a desirable manufacturing and distributing center.



CUMBERLAND STREET METHODIST CHURCH



EPWORTH CHURCH

T. C. WHITE—General Commission Merchant—32 Roanoke Dock—Telephone 5050.—It may be said that Mr. T. C. White enjoys the distinction of being the oldest general commission merchant operating in the city of **Norfolk**. He established his business here thirty-three years ago, and has had success from the very beginning down to the present time. His name stands for absolute reliability, and is a guarantee of complete satisfaction to the trade. He has many regular customers throughout the **Norfolk** district. He makes a specialty of strictly first-class products, and quotes the most favorable prices. Mr. White is a gentleman of most excellent standing in business and social circles, and is deeply interested in the progress of **Norfolk**.

ODELL BROS.—Wholesale Dealers and Shippers of Fish, Oysters, Game, Fruits and Produce—25-27 Roanoke Dock.—The members of this firm include Albert J. Odell and Arthur J. Odell, two of the most widely known merchants operating in the **Norfolk** district. They established their business in the year 1887, and they are originators of the famous "Dixie" brand of oysters in sealed quart tins, also in bulk. Their business covers many States and they have patrons among the leading dealers. Odell Bros. have the very best facilities for transacting business, handling the highest class of products and quoting the most favorable prices. Their location is unexcelled for this line of business, being right in the center of the great

business interests of Roanoke Dock. They have the very best of references, including the mercantile agencies, shippers and wholesale trade. They also do a general commission business and solicit consignments. They handle all kinds of sea food in season. Odell Brothers are gentlemen of most excellent standing, and have a reputation of the very highest.

W. H. CORY & COMPANY—Jobbers of Machinery and Supplies; Railroad, Steamboat and Mill Supplies—42 Campbell's Wharf—Phone 1779.—This is an old established concern, having been in existence for some forty years, and a large three-story building is occupied. The annual transactions of this house are enormous, and extensive shipments are made throughout Virginia, North and South Carolina. The house handles all kinds of machinery and supplies, railroad, steamboat and mill supplies, boilers, engines, steam pumps, saw and planing mill machinery, ship chandlery, cordage, anchors, chains, dynamite, etc. etc. The proprietors of this business are Messrs. W. H. Cory, general manager, and H. H. Cory, secretary and treasurer, both being gentlemen of high standing in business and social circles, and who have at heart the best interests of **Norfolk**.

HUBBARD & COMPANY—Wholesale Commission Merchants—Fruits, Produce, Salt and Fresh Fish—21 and 23 Roanoke Dock.—In reviewing the general trade and commerce of the city of **Norfolk**, we find the leading firm of Hubbard & Company, which has been established since 1897. The owner of this business is Mr. R. L. Hubbard. He is classed among the leading men of the city, and has developed an enormous patronage. He handles the highest class of produce and quotes the most favorable market prices, and the reputation of this house is of the very best. The office has telephone connection 3493, and all calls are promptly answered. Aside from his own affairs Mr. Hubbard takes a very active interest in all movements for the good of the city.

UNION HOTEL AND RESTAURANT.—This is a well-known and popular place, and its location is at 35 Brewer Street, or Market Place. Mr. W. A. Stroud is the proprietor. He has been operating the business since 1905, and has been quite successful from the very beginning. The place is kept open day and night for the accommodation of guests. The hotel contains some forty rooms, the rates being very reasonable, only 50 cents to \$1.00 per day. The furnishings are modern, and the equipment includes steam heat and hot and cold baths. The restaurant department is operated on a popular and progressive plan, the bill of fare including everything in season, short orders being served at all hours, while regular meals are being served for the very low price of 25 cents. The place is clean and attractive, and is regarded as one of the busiest hotels in the city. Mr. Stroud does all he can to make each and every guest feel at home and contented. He is a great booster for **Norfolk**, and thinks the city has a bright future.

R. W. HUDGINS & CO.—28-30 Roanoke Dock.—This is an old and well-known firm, and its operations include the making of tents and awnings, sails, and in fact, everything that can be made of canvas. The business has been established for a period of thirty years, it having been founded by Mr. R. W. Hudgins. Mr. Marcellus Hudgins, who has been a member of the firm for the past ten years, is the active manager. He has been connected with this firm however, for a period of twenty-five years, and thoroughly understands every detail of the business. They employ a number of men throughout the entire year, and do a very extensive business. They use the very best materials, and their products are guaranteed to be of the very best quality, while the prices are reasonable.

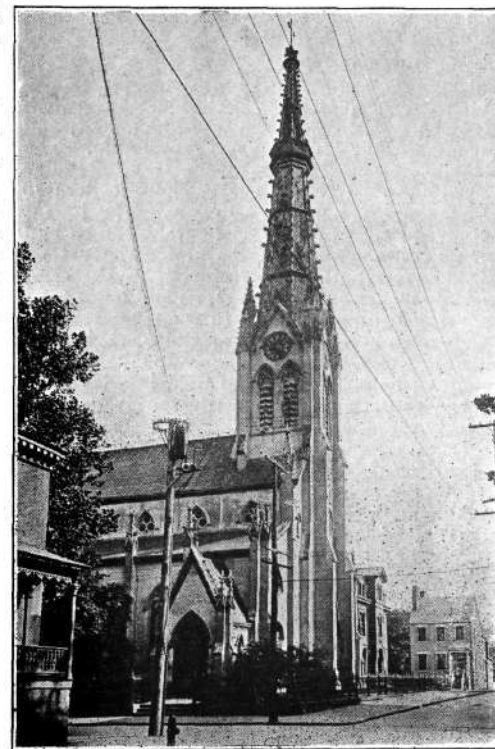
L. A. WINSLOW—Plumbing and Heating—223 Monticello Avenue and Bank Street.—Among the active and progressive plumbing and heating contractors in the city, is Mr. L. A. Winslow, who has been established in the business for a period of three years, and who has been following the trade for about eight years in this city, and is therefore well and favorably known. He is a native of **Norfolk**, and has many friends and patrons throughout the city who have utmost faith and confidence in him. He has the best facilities, and no contract is too large or too small for him to handle. The office has phone connection 5224, and residence phone 4385. Estimates cheerfully furnished. Mr. Winslow is reliable in his dealings, and all contracts awarded him will be executed in strict accordance to plans and specifications.

THE NORFOLK HORSESHOEING COMPANY—This concern is located at 94 Union Street, and the proprietor is Mr. George F. Power. Mr. Power is a practical horseshoer of many years experience. He commenced the trade when a mere child, and has grown up in it, his father and grandfather both having been engaged in the same business. Mr. Power is a native of Ireland, but has been on the American Continent for some forty-five years, and for twenty-one years of this time has been a resident of **Norfolk**. He is a practical horseshoer of great ability, and is kept very busy at all times shoeing horses for some of the leading horse owners in the city. He employs reliable help, and is very careful and painstaking in all his work. Horses called for and delivered to any part of the city. Special attention is paid to trotters and driving horses.

P. W. PAXSON—Soliciting Agent, and Shipman of all kinds of Farm Products.—This gentleman is located at 121 Church Street, and his offices present a busy scene at all times. It may be said that Mr. Paxson is one of the busiest produce shippers in the whole of the **Norfolk** district, and has a vast number of patrons, including many of the leading producers throughout this part of the State. He ships to some of the leading and most reliable firms in the northern cities, and he has the very best references to offer as to his reliability. His office has phone connection 3153. He is conducting his business

according to modern and progressive ideas, and gives full satisfaction to his patrons. Mr. Paxson is well and favorably known throughout this district, stands second to none in the industry, and has been established for a number of years.

WILLIAMS SEED CO.—Wholesale and Retail Dealers in Seeds—92 Commercial Place.—This concern is now well established, and the business is on a solid and substantial basis. The premises comprise three spacious floors, and the stock carried is unsurpassed as regards its high quality and general excellence. The members of this company include Messrs. Charles H. Williams, president; H. B. Williams, vice-president and Lyons H. Williams, secretary-treasurer, the latter gentleman being the general manager. Mr. Williams has had considerable experience in this line of industry, and understands it thoroughly. He is very careful in the conduct of this enterprise, selects all seeds with rare and discriminating judgment, and handles just such seeds as are peculiarly adapted to the soil requirements of this section. The seeds handled are true to variety, and of the best germinating qualities. As a result of giving complete satisfaction to the trade, the business is steadily on the increase. The men at the head of the Company have a high standing in business and social circles, and manifest a deep interest as regards the progress of "**Greater Norfolk**."



ST. MARY'S ROMAN CATHOLIC CHURCH



CHURCH STREET

H. BROWN & CO.'S FERRY DINING ROOM—40 Campbell's Wharf.—It is a well recognized fact by the general public, that this is by all odds "the best cheap dinning room in the city." The business has been established for 24 years, and the doors have never been locked since the night of the 6th day of April, 1889, at which time the great flood occurred, the tide being the very highest ever recorded in this city, the water coming eight inches deep in this restaurant. The place is kept open day and night, and Mr. Brown has one of the largest lists of permanent and transient patrons of any restaurateur in Norfolk. The bill of fare contains nearly everything in season, expert cooks are employed, supplies being selected with great care and discriminating judgement, and the prices are indeed very reasonable. The place is clean and perfectly sanitary. Regular dinners served for 20 cents, short orders 10 cents, and large orders 20 cents. The lowest popular prices in Norfolk. Lodging can be had for 25 cents. This was the first strictly temperance restaurant ever started in the city, and the business has been on a solid basis from the very beginning down to the present time. Mr. Brown is a native of Virginia, and has resided in Norfolk since January 1, 1874. He is regarded as one of the cleverest business men in the city, is popular with the trade, and strictly reliable in all his dealings.

MARSHALL TOWING CO., Inc.—Towing and Water Boats.—The general offices of this concern are located at No. 18 Campbell's Wharf, and they have day and night telephone connections. The business has been established for about twenty-five years, and has grown to be one of the largest and best known concerns operating in this special department of industry in the city. The business was incorporated about seven years ago, Mr. J. F. Marshall being the secretary and manager. The business was founded by his father. A large number of experienced men are regularly in the employ of the company. The Marshall Towing Co., Inc., owns the following boats: Marietta, Anna, Mollie, Sallie and F. M. Gilbert.

BUTT & WALL.—This firm is well and favorably known throughout the Norfolk district, and the location of their place of business is at No. 8 Union Street. They are manufacturers and dealers in harness bridles, saddles, collars, whips, robes and blankets. Special attention is given to the manufacture of hand-made harness, and all kinds of harness repairing. This is a complete and perfect enterprise in every sense of the word, and the reputation of the house for the quality of its products is well recognized. The members of the firm include Messrs. John A. Butt and B. P. Wall, two of the cleverest men engaged in the industry in the city. Mr. Butt established the business on the 29th of May, 1884, and Mr. Wall has been a member of the firm for three years past. Both are men of long experience, have a complete knowledge of every detail of the industry, and have been associated together for a number of years. Their highest aim is to please and satisfy each and every customer, and they are meeting with success.

STANDARD HORSESHOEING CO.—Perkins & Ferrell, Proprietors—102 Church Street. This concern stands among the leaders in this special line in Norfolk. The proprietors include Messrs. B. L. Perkins and G. N. Ferrell. Mr. Perkins has had some twenty-seven years experience in the business, and Mr. Ferrell's experience extends over a period of about eighteen years. Both are therefore thoroughly familiar with every detail of the work, and are shoeing horses according to scientific principles. They know, exactly, the anatomy of the horses' feet, and are very careful, painstaking and conscientious in all their work. Special attention is paid to trotters and driving horses; special attention given to knocking of knees and cutting of ankles and all diseases of the feet and forging, rubber pads to prevent slipping and soreness of feet. The firm has been established for eight years, and the patronage is exceedingly large and among the best people throughout the Norfolk district.

CHALMERS MOTOR COMPANY OF VIRGINIA, Incorporated—212 Monticello Avenue.—This concern is under the able management of Mr. W. S. Brodrick, who is thoroughly versed in the automobile industry, and who is directing the affairs of the concern at this point with fine success. He has succeeded in placing many of these machines upon the market, and in each and every case, satisfaction has been the complete result. The Chalmers Motor Car is one of the most perfect and complete automobiles on the market, is in great demand, and as regards the quality and attractiveness of this car, we cannot hope to add anything to its already established reputation, for the "Chalmers" is regarded as the acme of motor luxury in its every feature and detail. A complete line of cars is carried, and Mr. Brodrick will take special pleasure in describing the details to prospective patrons. It can in truth be said that no car on the market has given more complete satisfaction than the "Chalmers."



CHURCH STREET

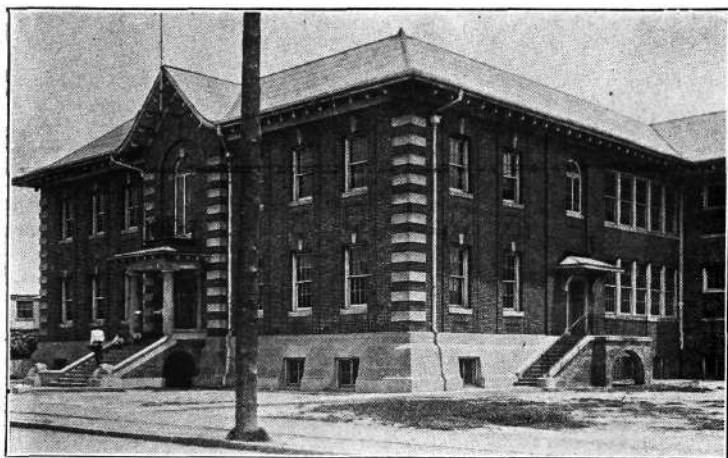
NORFOLK FARM SUPPLY CO.—It is a well-known fact that this is one of the largest and best known enterprises of its character in the Norfolk district. The company has been organized for the past eleven years, and the officers include Messrs. E. C. Gunther, president; S. B. Bull, Jr., vice-president and Ferrell Moore, secretary and treasurer. These gentlemen are prominently and widely known, and stand high in business and social circles. Aside from their own affairs, they manifest a deep interest as regards the progress of Norfolk. They operate their business on a gigantic scale, occupy spacious quarters, at 41 to 51 Union Street, and handle everything in the line of farm supplies, including farming tools, high-grade fertilizers and seeds, incubators, brooders, wire fencing, poultry supplies, wheel materials, etc.



NORFOLK Y. M. C. A.

WILLIS-SMITH-CRALL CO., Inc.—Wholesale and Retail Furniture, Carpetings, Draperies, etc.—Interior Decorators.—It is with utmost pleasure that we call the attention of the public to this highly prosperous and successful enterprise in this industrial publication pertaining to the resources of the seaport cities of Virginia. This concern has been established for many years, and has grown steadily, from the very beginning. The company occupies a magnificent five story building, located at the corner of Main and Church Streets, and is in every way regarded as one of the commercial show places of Norfolk. It is handsome in its equipment throughout, and the stock carried is unsurpassed as regards its high quality and general excellence. The business is conducted according to modern ideas. The officers of the company include Messrs. John Willis, Jr., president; W. F. Smith, vice-president and treasurer, and H. C. Willis, secretary. These gentlemen stand among the prominent men of affairs of Norfolk, have great faith in the future of the city and believe that Norfolk is destined to be one of the greatest seaport centers of the world. They stand among the leaders in the furniture industry of Norfolk, and the furnishings and decorations of many of the finest homes in the city have come from this reliable house.

EAST MAIN PHARMACY.—Mr. Robert F. Holmes is the proprietor of this highly prosperous and successful pharmacy, which is located at 471 Main Street. He has been established at this place for four years, and has a good patronage. Mr. Holmes has had an experience as a pharmacist covering a period of more than thirty years. He is a native of Norfolk, and is one of the most widely known professional men of this city. He was formerly located at West Main Street for a period of some ten years. Mr. Holmes is very careful and conscientious in the conduct of his business, handles the purest of drugs, and absolute accuracy is his watchword. There is genuine satisfaction in dealing with him. His prices are reasonable, and satisfaction is fully guaranteed.

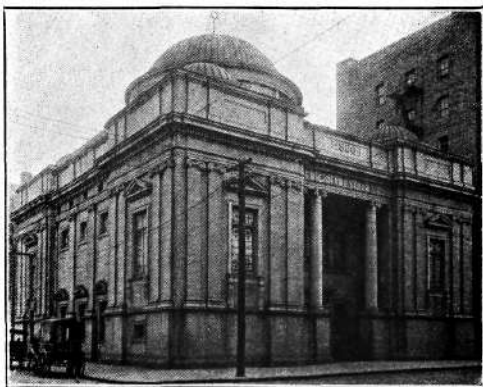


CHAPEL STREET PUBLIC SCHOOL

THE GORDON COMPANY, Inc.—Restaurant and Quick Lunch Counter—For Ladies and Gentlemen—158 Church Street.—It may be said that **Norfolk** has become famous for its many fine hotels and handsome cafes and restaurants. One of the newest and handsomest concerns in this line is the Gordon Company, Inc., the officers being Messrs. W. Frank Jordan, president; Phil Roskam, vice-president, and R. A. Gordon, Manager. Mr. Gordon is widely known throughout **Norfolk** and vicinity, as he was formerly manager of Linn's Cafe for five years, and late manager of the cafe in the Naval Y. M. C. A. Building, for about four years. He personally looks after the management of the affairs of The Gordon Company, is meeting with great success, and attracting a fine patronage. The restaurant is handsome in its interior appointments, including marble-top counters and tables, tiled floors, electric lights, fans, etc., and we are told that the kitchen is just as clean, sanitary and attractive as is the dining room. The prices are popular, and the bill of fare contains everything in season. Pure and perfect coffee is a feature of the place, and all dishes are delightfully prepared and served in the most appetizing manner.

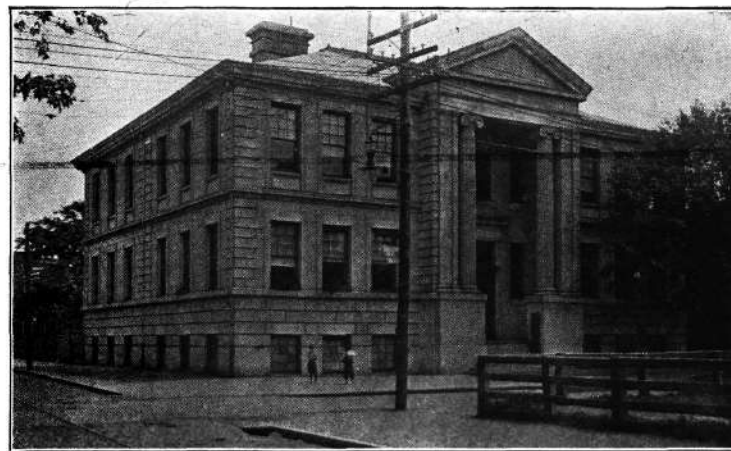
NOWITZKY NEWS CO.—Wholesale and Retail Dealers in Magazines, Periodicals, Papers, etc.—This enterprise is located at 413 Main Street, and has telephone connection 6446. It is one of the most famous concerns of its kind in the city, having been established by the late Mr. George I. Nowitzky some thirty years ago, and since the death of Mr. Nowitzky in December, 1911, the business has been carried on by his sons, G. M. Nowitzky and J. T. Butler. These gentlemen are keeping up the old time reputation of the place for fair and square methods and honorable dealings. It is one of the largest concerns of its kind in **Norfolk**, and the company controls many of the largest daily newspapers, weeklies and magazines. Both a wholesale and retail business is transacted. The stock carried comprises many of the leading magazines, periodicals and papers, as well as all kinds of new and second hand books.

THE NORFOLK CUT-RATE DEPARTMENT STORE—This is an old established concern, and is located at 352 Church Street.—The stock carried is enormous, and the prices the very lowest that can be found in the whole city of **Norfolk**, while the quality of goods is kept up to a very high standard. The store is headquarters for high grade dry goods, notions and ladies' and gentlemen's furnishing goods, and a very large department is devoted exclusively to millinery. A number of polite and accommodating clerks are employed, and from the proprietor down to the lowest employee, it is the aim of this great house to give entire satisfaction to each and every customer. The proprietor is Mr. A. L. Hyman, and he has been established in the business here for nineteen years, becoming known as a reliable and successful merchant. He keeps fully abreast of the times in the operation of his business, and aside from his own affairs, is deeply interested in all movements for the upbuilding of the city. You will not go wrong in making his store your headquarters for goods in his line.



OHEF SHOLOM TEMPLE

VIRGINIA AUCTION CO.—General Auctioneers and Dealers in Furniture and Household Supplies—331 Church Street.—While this is comparatively a newly established house, it is nevertheless well known throughout the **Norfolk** district, and is leading headquarters for first class and reliable goods in the line of furniture and household supplies at very low and reasonable prices. They are enabled to sell at such low prices because they buy strictly for cash, and sell for cash. The business was established during the early part of the year, and is now on a substantial and growing basis. The proprietors include Messrs. F. Goodman and A. Baker, both of whom are fully experienced in this line, and their highest aim is to please and satisfy customers and to do business on fair and square methods. They have a fine stock, from which desirable selections may be made, and their prices are the very lowest that can be found in **Norfolk**. All they ask is that you call on their store, look at their goods, and get prices.



CHARLOTTE STREET PUBLIC SCHOOL

VICTORIA HOTEL.—This is one of the modern, complete and high-class hotels of **Norfolk**. It was built during the Jamestown Exposition, and is comparatively new, with modern equipment throughout. The building is a six story structure, contains more than one hundred rooms, each having hot and cold water, and phone in every room, and screened throughout. The office is cheerful, large and attractive, and in connection with the hotel is the largest sample room in the city of **Norfolk**. Travelling men find this hotel a delightful place at which to stop. It is conducted on the European plan, careful attention being given to the purchase of supplies, and the food is delightful and unsurpassed as to its quality and general excellence. The managers of this hotel are Messrs. H. M. Sparrow and M. L. Orebaugh, who have had charge of the business since October, 1911. They were formerly with the Hotel Neddo for some five years, and are well and favorably known to the travelling as well as local public. Messrs. Sparrow and Orebaugh are men of large hotel experience, and thoroughly understand how a high class hotel such as this, should be conducted. They are making a decided success of the Victoria, and its fame as a first-class provider is becoming more noted every day. This hotel is most centrally located on Main Street, near the heart of the business district of the city. It is a good place at which to stop when in **Norfolk**.

C. H. SULLIVAN—Produce Shipper.—This gentleman is located at 118 Church Street, and has been established for a period of some ten years or more. He is a native of Virginia, and has spent the greater part of his life throughout this section. He has always been deeply interested in the produce industry and in the development of same. Mr. Sullivan is a gentleman of high standing throughout the **Norfolk** district. He has many regular patrons among leading producers in this section, and represents a number of the largest merchants in the northern markets, such as Knapp Bros. & Co., New York; A. & O. W. M. Co., Boston; and C. H. Anderson & Co., Baltimore.

SOUTHERN METAL POLISH COMPANY—Manufacturers of the Famous A. & B. Metal Polish and other by-products; also, Klean-Hans Paste, Dustless Sweeping Compound, and Floor Oil. The offices of this company are located in Room No. 10, second floor, 103 Plume Street, and the factory of the enterprise is located on 26th Street. This is one of the growing and prosperous enterprises of **Norfolk**, and since the business is not confined to any State, it reaches to every State in the Union. There is no doubt that the company will grow to be one of the largest concerns of its kind in the world. Arrangements are now being completed by which the products will find sale in foreign countries. Mr. Burruss Corpew and L. L. Bain are the owners of the business, and B. Corpew is a gentleman of most excellent standing in the community, and is conducting the enterprise according to progressive and successful ideas. A trial is all that is necessary to convince one of the merits of the various products, and as a result, the business is rapidly increasing. Mr. Corpew is also extensively engaged in the real estate and auctioneering business, and has some very fine property on his list for sale. He is a native of this city, and is a gentleman of most excellent standing.

MORGAN & CO.—Groceries and Ship Stores; Cabin Supplies, Fresh Meats, Poultry; Cigars and Tobacco; Fruits and Vegetables—This firm is located at 468 East Main Street and 2, 4, 6, 8, 10 Chapel Street. It is an old and well established house, the business having been in existence for some 17 years. A very large patronage is enjoyed. Mr. B. F. Morgan is the proprietor. He is a well and favorably known business man of **Norfolk**, and aside from his own affairs, is deeply interested in all movements for the upbuilding of the city. He occupies a nice clean and attractive store, is very careful in the purchase of his supplies, and his goods are noted for their absolute purity. Orders promptly filled and delivered, and the prices which prevail here are reasonable. His store has telephone connection 3190, and the residence number is 51-J.



ST. VINCENT'S HOSPITAL

DR. C. K. RHODES—Virginia Veterinary Hospital.—This is a highly prosperous and successful institution, and has been in existence for the past eighteen years. Dr. C. K. Rhodes has had an experience in the practice covering a period of twenty years, and is thoroughly versed and highly educated in every detail pertaining to the profession. He is a graduate of the Ontario College of Veterinary Surgery, and of the McPherson's School of Veterinary Dentistry. He treats all domestic animals, horses, cattle, dogs, etc. Dr. Rhodes has been very successful in the practice, and has one of the best equipped hospitals in the State. His practice is steadily growing, and in the very near future, extensive improvements will be made as regards the enlargement of his hospital. Dr. Rhodes is a gentleman of excellent standing in business, professional and social circles.

E. S. FERGUSON—Shipper of all kinds of Farm Products.—This gentleman occupies offices located at 117 Church Street, and is one of the oldest established and best known produce shippers in the Norfolk district. He is thoroughly familiar with the industry, and is very careful and conscientious in all his dealings. He has a reputation second to none for absolute reliability, and he has many regular patrons. Mr. Ferguson does a very extensive shipping business to the northern markets, handling the better class of products, and his references include such widely renowned houses as W. C. Deyo & Bro., New York; C. T. George & Co., Philadelphia; T. E. Holway & Co., Boston, and Sterling & Franklin, Baltimore.

L. L. STERN.—This gentleman is a large wholesale and retail butcher and grocer, and occupies a spacious store-room at 511 East Main Street. He gives special attention to the boat trade, and his prices are exceedingly low, orders being promptly filled. Mr. Stern has been engaged in business in Norfolk for the more than twenty years, and has built up a fine reputation for being absolutely reliable, and as a dealer in strictly high-grade products. He does all his own killing, and is very careful in the selection of his stock. Mr. Stern is always ready to do business, keeps open day and night to fill necessary orders, and has phone number 1433. Mr. Stern is classed among the prominent men of affairs of Norfolk, is liberal in his dealings, and never loses an opportunity to speak a good word for the city.

NEWTON & VANDERBERRY—Produce Shippers.—This firm occupies office located at 109 Church Street, and has phone connection 3211. Mr. Newton has residence phone No. 6634, and Mr. Vanderberry has residence phone No. 5023. They do a very extensive shipping business to the markets of New York, Boston, Philadelphia, Baltimore and other points. The members of the firm include Messrs. W. L. Newton and C. F. Vanderberry, and they have been operating as co-partners for about a year. Both have had long previous experience in the business, however, and thoroughly understand every detail of the industry. They are well-known men of reliability, and stand well in the general esteem of the public.

W. H. SNEED.—This gentleman devotes his energies to the production of plastic ornamental work, tiled ornamental floors, marble mosaic floors, caps, columns, pilasters, center pieces, cornices, etc. While he has been engaged in the business in Norfolk for only six months, he has executed some notable and important contracts, which stand as a great advertisement to the merit of his work, and to his ability as an originator of artistic designs. His work may be seen in the handsome new Union Station of Norfolk, the bank of Portsmouth, the Dreamland Theatre, of Portsmouth, and the lobbies of the Monticello Hotel and the Citizen's National Bank of Norfolk. Mr. Sneed has had a number of years experience in this art, and is naturally gifted. He is a native of Tennessee, and has been following his profession in Virginia for the past year. He is a young man, very enterprising and enthusiastic as regards his work, and there is no doubt of the fact that he has a fine future.

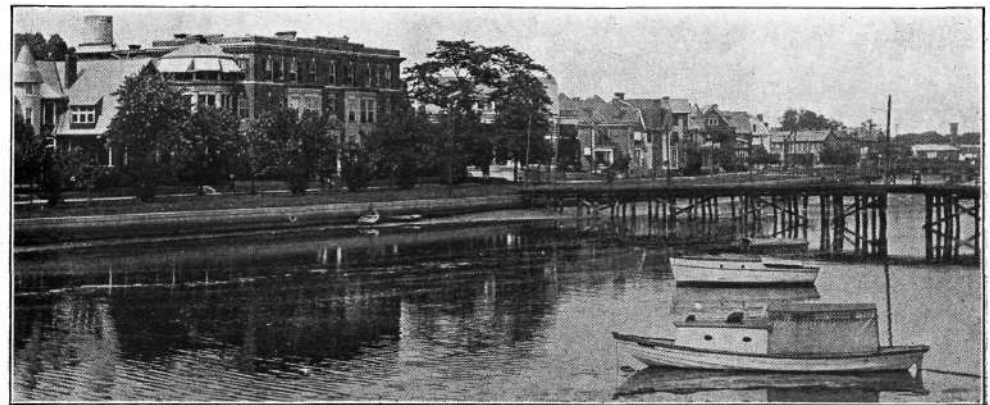
THE AMERICAN CAFE.—This place is located at 183 Church Street, and the proprietor is Mr. M. Constant. He has been here for about a year, and was formerly located in Petersburg, Virginia. He is well versed in the cafe business, has had a long experience, and is very careful, conscientious and painstaking in order to conduct a strictly first-class place. He guarantees to serve the very best of everything the market affords, and his prices for regular meals are only 25c., while commutation tickets are sold \$3.50 for \$3.00 and \$2.25 for \$2.00. It will pay you to secure a room and buy one of these tickets and dine exclusively at the American Cafe. There is no doubt of the fact that you will get first-class treatment here. The place is clean and inviting, the bill of fare contains everything in season, and the prices are very popular.

W. J. GARNER.—This gentleman is a dealer in furniture, trunks, hardware, cutlery, etc., and occupies a well-known establishment located at 772 Church Street. He transacts both a cash and instalment business, and during the six years he has been conducting the enterprise here, has succeeded in building up a large trade.

The store is nicely kept, and the goods have been selected with rare judgment, and the prices are very reasonable, indeed. This is one of the best places in the city from which to obtain the best goods at bargain prices. Mr. Garner has been a resident of this city for a period of twelve years, and has become well and favorably known throughout the Norfolk district.

S. PURPURA—Signs—28 Bank Street.—It is with pleasure that we make special mention of Mr. S. Purpura in this Industrial publication of the Norfolk district. While he is a young man, he is nevertheless thoroughly experienced in the profession, and is a highly gifted artist in the writing and manufacture of all kinds of high-grade signs. Mr. Purpura does beautiful and artistic work, and his creations may be seen in all the business streets of the city, and the prominent office buildings. Mr. Purpura, while a native of Baltimore, has been a resident of Norfolk for twelve years, and was educated in the public schools of this city. He is well and favorably known, is reliable in his dealings, and his prices on all work are reasonable.

H. L. PAGE & CO., Inc.—General and Real Estate Auctioneers, Real Estate and Rental Agents—22 Bank Street.—It can in truth be said that no concern in the city is more widely known than that of H. L. Page & Co., Inc. The business was established in 1881, was incorporated in 1907, and its officers include the prominent and widely known men: Messrs. H. L. Page, president; H. E. Page, vice-president; Lawrence C. Page, secretary and P. A. Page, treasurer. They have a reputation and standing second to none, and have exerted a wide influence in helping to develop the wonderful resources of the Norfolk district. They control a vast amount of property, and handle all classes of city and suburban real estate, giving special attention to Ocean View property, at this time. Their office presents a very busy scene, and the business is conducted according to a perfect system. This is also the office of the Tidewater Perpetual Building and Loan Association, Mr. H. L. Page being the Secretary.



SARAH LEIGH HOSPITAL



CITY MARKET

GARLAND E. TIGNOR & CO.—Harness and Horse Goods—Trimming and Repairing given Special Attention.—This business has now been established in **Norfolk** for the past year, and the location is at 93 Union Street. It is in every way regarded as one of the most reliable concerns of its kind operating in the **Norfolk** district, and previous to establishing a business here, the proprietor, Mr. Garland E. Tignor, was located in Hampton, Virginia, for a period of some thirteen years, and is widely experienced in this special line of industry. He knows the trade, from beginning to end, and personally looks after the management of the business, and there is genuine satisfaction in dealing with him. He is a young man, enterprising and popular, and very progressive in his methods. He carries a very fine line of goods, which are guaranteed to be of the best quality, and to give satisfaction. The prices which prevail are indeed very reasonable.

ROBERTS BROS. & LOCKHARD.—This firm operates three first-class tailoring houses in this city, located at 323 Main Street, 540 Church Street, and 1116 Liberty Street. Their general headquarters are on Main Street where a number of highly skilled tailors are constantly employed. The capacity of this establishment is now fifty suits per week. The firm is doing a

very successful business, and the house is classed among the leading concerns of the kind operating in the **Norfolk** district. The stock carried is fine and handsome, including all the latest weaves and patterns. The very lowest prices here prevail, and the suits are guaranteed to be strictly up-to-date, made of the best materials and to fit perfectly. The members of the firm include Messrs. W. L. Roberts and A. T. Roberts, who are classed among the prominent and progressive men of **Norfolk**. They are well known, and very popular with the general trade.

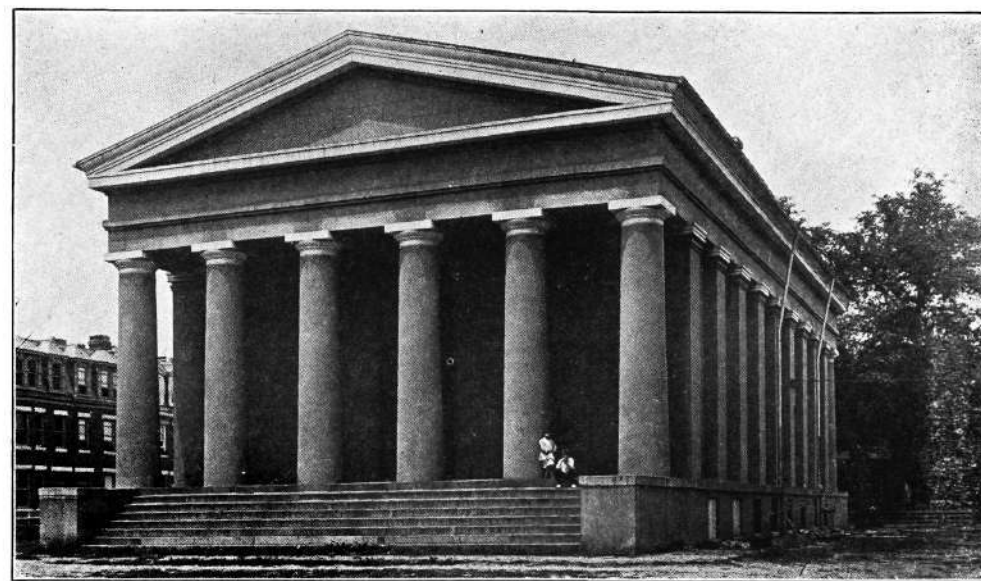
GRANATA & SALERNO.—This firm is located at 62 Bank St., and gives special attention to repairing all kinds of boots and shoes, also dealers in leather and shoe findings, rubber heels and first class boot black chairs. The firm has been established for twenty years, and has been a success from the very beginning. Three expert shoe repairers are given employment, and all work is done in the very best manner, and only the very best quality of materials is used. The members of the firm are Messrs. N. Granata and T. Salerno, both well-known and strictly reliable in their dealings. Their prices are reasonable, and all work is promptly executed.

W. J. HALSTEAD.—Furniture—This gentleman is located at 305-307 Church Street, near Holt. He has been established for a period of some twelve years, and for three years, has occupied his present location. This may be said to be one of the attractive and substantial furniture houses of the city, and perhaps no one engaged in this line of business is more widely and favorably known than Mr. W. J. Halstead. A large and spacious three-story building is occupied, and the stock carried is enormous, comprising everything in the line of fine and medium grade furniture. Mr. Halstead buys and sells all kinds of new and second hand furniture, also gives special attention to crating and storing furniture and household goods. His office has phone 3917 and his residence phone number is 3586. All calls are promptly answered. Mr. Halstead solicits your patronage, and there is genuine satisfaction in dealing with him.

J. CROCKIN.—Furniture & Stoves.—This gentleman is located at 432-434-436 Church Street, just seven doors above Charlotte Street. He has been established in the business since 1902, and has succeeded in developing a fine trade and a large and growing patronage. He occupies a magnificent three-story brick building, which is 50 x 105 feet in dimensions. Both a cash and credit business is transacted. He carries a very select stock, comprising everything necessary for the complete outfitting of homes. He conducts his business according to conservative yet progressive methods, is liberal in his dealings, and his many patrons are his best friends. The prices here are extremely reasonable, and terms are made to suit each and every customer. Mr. J. Crockin is favorably known throughout this city, and aside from his own affairs, is deeply interested in the progress of the city. He is thoroughly conscientious and reliable in all his dealings, and his highest aim is to please and satisfy the trade.

HENRY SEELINGER'S STAR HOTEL.—Ladies' and Gentlemen's Cafe, Restaurant and Buffet.—This exquisite and perfectly conducted establishment is located at 39-41 City Hall Avenue, and has been inaugurated since 1906. The hotel is a large and spacious three-story building, which presents a very attractive appearance, and is located near the heart of the business district of **Norfolk**. It is a fine location to make your headquarters when in this city. The establishment is finely appointed throughout, and the rates are indeed most reasonable. The bill of fare contains everything in season, and there are special tables reserved for ladies. The prices are popular. The Buffet is stocked with the richest and rarest of wines, and expert service is accorded to each and every guest. Mr. Henry Seelinger is one of the favorably known men of the city, and has great faith in the future of **Norfolk**.

THE JOHN T. HOWARD CO.—Fire Place Heaters, Hot Air Furnaces, Tinning, etc.—The manager of this business is Mr. John T. Howard, and he has been established in the industry in this city for the past thirty-five years. Being a native of **Norfolk**, it may be said that he has seen this city grow from a small town of fifteen thousand people to its present great size and commercial improvements. He has kept pace with the developments and changes as they have taken place, and in his own special line of business, keeps fully abreast of the times. He is doing a very successful business, gives employment to a number of skilled workmen, and personally looks after the management of every detail. He is located at 49 Bank Street, and has telephone connection 1155. He deals extensively in fire place heaters, tinning, etc., and gives special attention to stove and range repairing, metal roofing, guttering, etc., all work being promptly attended to.



NORFOLK ACADEMY—BUILT IN 1840

RELIANCE ELECTRICAL CO.—Electrical Contractors, Storage Battery Experts—This conspicuous enterprise is located at 39-41 W. City Hall Avenue, and the office has telephone connection, 5826.—While this is comparatively a newly established enterprise, having been in existence only since August, 1911, it is nevertheless one of the leading electrical concerns in the city and the members of the company include the following practical and thoroughly experienced electricians: Messrs. A. N. Crocker, W. C. Aumann, W. J. Cannon and F. W. Sharp. These are all young men, widely known throughout the city, and are gentlemen of most excellent standing. They are prepared to do all kinds of electrical work, and are also distributors of Exide batteries and cholride accumulators, and deal in the Waverly and Baker electrical automobiles; also Automatic Transportation Trucks. This is a very reliable concern, and the business is on a solid and substantial basis, and growing rapidly.

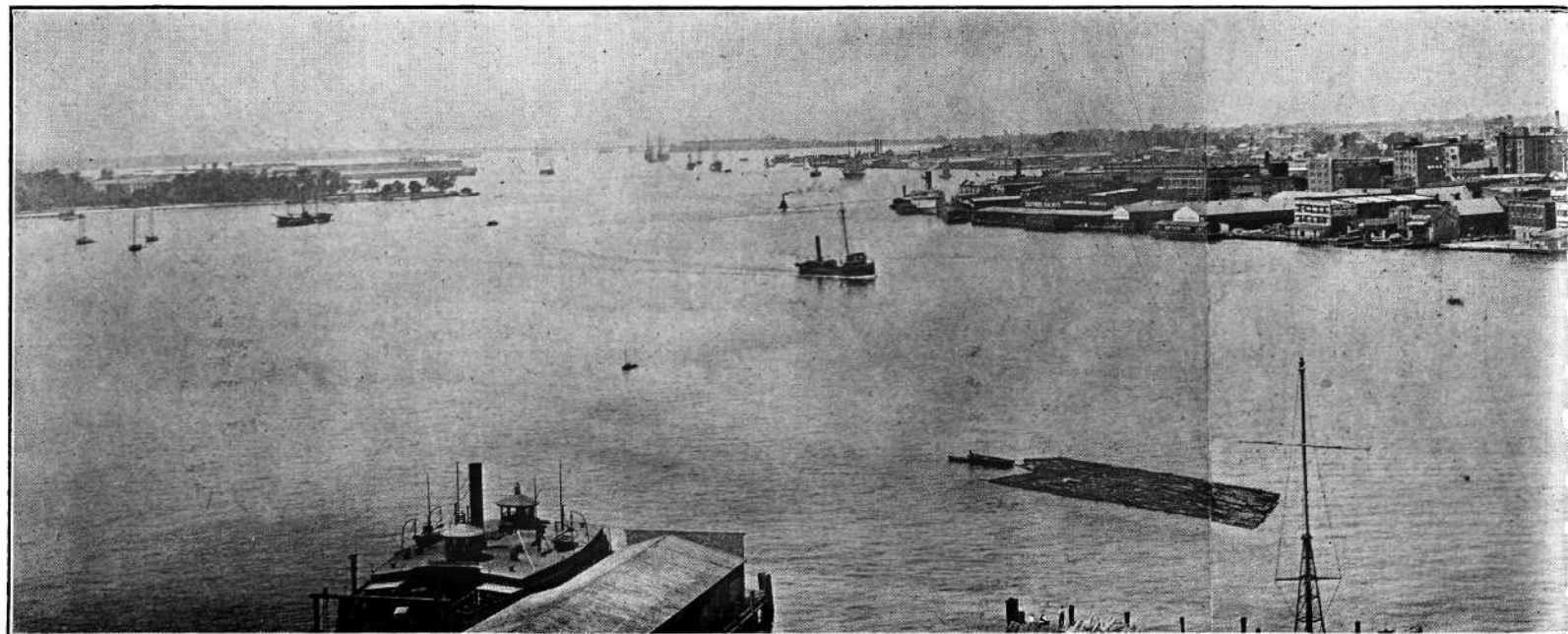
BALDWIN BROS.—Real Estate; Rental Agents; Investments; Insurance—94 Brooke Avenue.—Any review of Norfolk that failed to make favorable report of this well-established and prominent firm would indeed be very incomplete. The members of this company include Messrs. W. B. Baldwin and R. F. Baldwin. The business has been established since 1890. The firm is classed among the leading and most prominent engaged in the real estate and insurance business in the city. They occupy a magnificent and attractive building at the above address. This building was erected about six years ago, and is regarded as one of the handsomest structures in Norfolk. The business of this firm is operated on a very successful and systematic basis, the gentleman at the head of it possessing a thorough and familiar acquaintance with the existing conditions of Norfolk District, and are counted as expert judges of the present and prospective values of property. They have at heart the best interests of the city, and think Norfolk has a wonderful future.

H. POOTH & CO.—Wheelwrights and Blacksmiths—Hosreshoeing a specialty—Buggies and Wagons made to order—Repairing promptly attended to.—This is one of the first-class shops of the Norfolk District, and its location is on Granby Street, next to corner High Street. Mr. H. Pooth has been established here in business for four years at this location, but he has followed the business in Norfolk for the past thirty years, and is well and favorably known as the oldest wheelwright in this part of the State. He is now a gentleman of seventy-seven years of age, but is very active and takes a leading part in the conduct of the plant. He is a native of New York State. His partner is Mr. F. J. Sargent, who has been a member of the firm for two years. Mr. Sargent is an expert horseshoer, having had fifteen years of practical experience in the business. He does shoeing on scientific principles. Mr. Sargent is a young man, a native of New Hampshire, and has been a resident of Norfolk for the past five years.

ASKEW & IRONMONGER—Fine Millinery. 6 Monticello Arcade.—This firm has now been established for five years, and it composes in its membership Miss A. R. Askew and Miss M. M. Ironmonger, both ladies having had a thorough and complete experience in the millinery business, and are familiar with its every detail. They make a specialty of high-grade millinery, and they import much of their products direct. They have succeeded in building up a patronage among the best dressed ladies of the Norfolk District, and their business is on a very solid and substantial basis. Their parlors are handsomely appointed, and the stock carried is unsurpassed in the city, for style and quality, while the most moderate and consistent prices prevail.

MAX CITRON & CO.—Dealers in high-class Wines, Liquors, Cigars, Tobacco, Fruits and Groceries.—Mr. Max Citron is the proprietor of this successful business, which is located at 124 W. Main Street, with telephone connection 3661. Mr. Citron has been established here for the past year, and was formerly located across the street in the restaurant business since 1908. He has become well and favorably known in trade circles, and is strictly reliable in all his dealings. He carries a fine stock of the purest of liquors, and has a good business. The prices which prevail here are very reasonable.

VIRGINIA CIGAR STORE.—Mr. Simon I. Beskin is the proprietor of this place which he established about a year ago. It is one of the cleanest; nicest and most attractive concerns of its kind in this part of Norfolk, and is located at the corner of Wood and Church Streets. It has become leading headquarters for high-grade confectionery and ice-cream, soda water and the leading brands of cigars and tobaccos. The soda fountain is one of the handsomest in Norfolk, and the most delightful drinks are served. This place is handsome in its appointments, and its modern equipment includes electric lights, electric fans, etc. Mr. Beskin keeps fully up-to-date in his methods, and has a good trade.



AEROPLANE VIEW OF CITY OF N

H. J. TRIPPLE.—This gentleman is a dealer in all kinds of Confectioneries, Notions, School Supplies, Cigars and Tobacco, and the leading daily papers, magazines, etc.—He is located at 296 Granby Street, and has been conducting business in this block since the year 1880. He is therefore the oldest established dealer in this special line of industry in Norfolk, and enjoys a reputation of the very best in trade circles. He has a large and well established patronage, and his business is on a solid and substantial basis. The stock carried is unsurpassed and comprises the very best goods in all lines. During the time that Mr. Tripple has made this city his home, it may be said that he has seen Norfolk grow and prosper from a very small to its present great size and commercial importance. He still thinks that Norfolk has a bright future, and is destined to become one of the greatest cities on earth.

BURTON-MARTIN COMPANY—Real Estate Brokers, Auctioneers and Rental Agents—103 Plume St., second floor.—Messrs. R. Lee E. Burton and H. D. Martin compose this company which has been established for about four years. They operate a general real estate business in all its branches, and stand among the leading real estate companies operating in the Norfolk District. They maintain membership in the Norfolk Real Estate and Stock Exchange. During the life time of the Burton-Martin Company, we may say that they have created many notable transactions and handle all classes of city and suburban property. At the present writing, they have on their books some very desirable offerings. Messrs. Burton & Martin are gentlemen of high standing in business and social circles, and are deeply interested in all movements for the development of the Norfolk District.

THE JAMES G. GILL COMPANY, Inc.—Coffee Roasters, Jobbers in Tea, Coffee, Spice and Rice—38-40 Roanoke Square.—This is quite a well-known house, the business having been established for a number of years, and was founded by the late Mr. James G. Gill. Since his recent death, in March of the present year, his son, Mr. Frank Gill continues the business as active manager. Mr. Gill is a young man, favorably known throughout the trade, and is operating the business according to its old time and well-established fair and square methods. The products of the James G. Gill Company have always been recognized as the purest and best that are to be found on the market. The leading brands of coffee include Gill's "King of All" and "Queen's Blend" pure coffee. Both of these are very fine brands, have a wide sale, and the demand for them is increasing very rapidly every day.

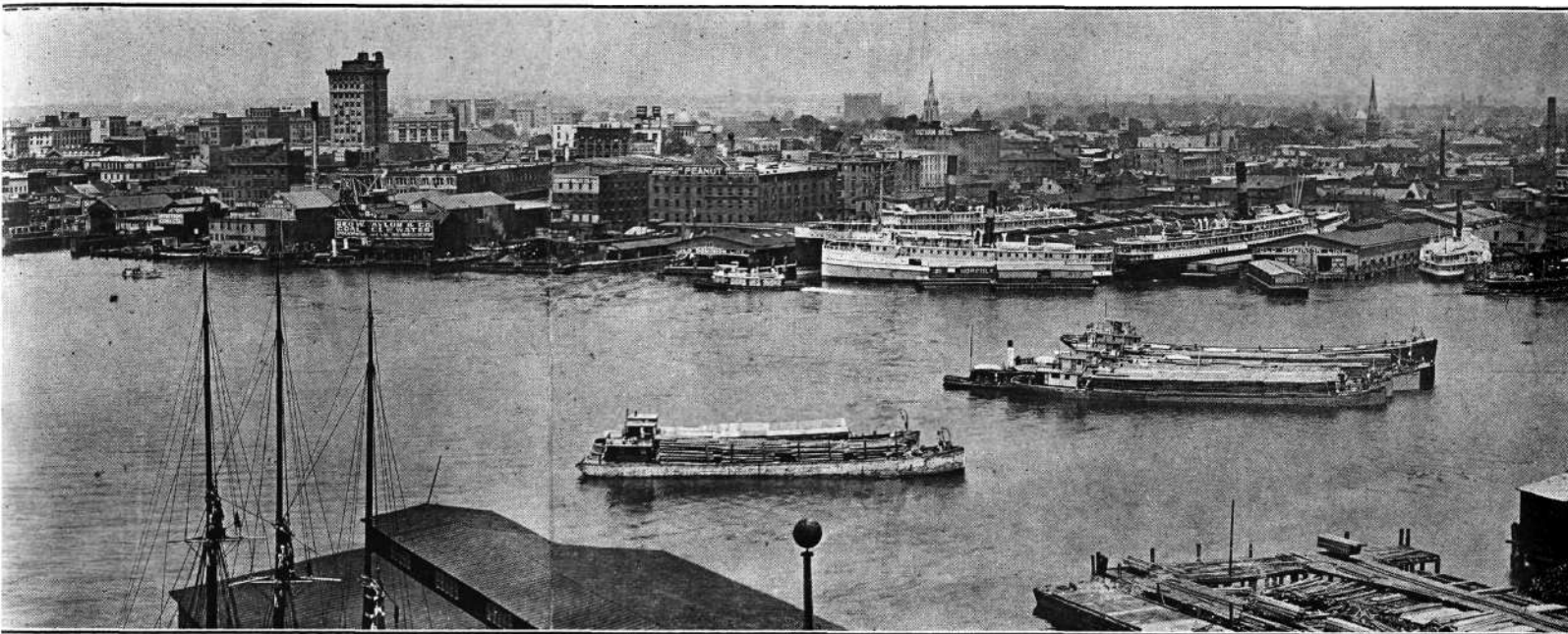
MOSS & MOSS—Bankers—Investments, Stocks and Bonds.—This firm of well-known bankers is well-established, and on a substantial and prosperous basis. The members of the firm include Messrs. W. W. Moss and J. B. Moss, both widely and prominently known. They have a complete knowledge and experience in every detail of this business. By according the best accommodations to patrons they have succeeded in building up a very influential clientage. They have handsomely appointed quarters at No. 77 Plume Street.

HARRY RUBEN.—This gentleman is a dealer in all kinds of groceries, products, meats, vegetables, fresh butter and eggs, table delicacies, tobacco, cigars, etc. He is located at 558 Granby Street, and has been established at this place since October 1911. He has been in the grocery business in the city, however, for about three years, and has resided in **Norfolk** for five years. He has become well and favorably known, and is reliable in all his dealings. He handles the very purest and choicest of goods, and the prices which prevail at his store are indeed reasonable. There is genuine satisfaction in dealing with him, and he cordially invites you to make his store your trading headquarters.

N. F. WHITE.—This gentleman deals in all kinds of groceries, both staple and fancy, meats, butter, eggs, canned and bottled goods, table delicacies—in fact, he carries in stock everything that is good to eat, suitable for the best family trade. He is located in the Flat-iron Square, at 24 Charlotte Street and 23 Bute Street. Mr. White has had some ten years experience in this business in the city of **Norfolk**, and is well and favorably known. He has been four years at his present location, and has a good patronage. He personally looks after the filling of all orders and the general management of every detail of his business and there is genuine satisfaction in dealing with him. Mr. White wants your patronage, and his prices are indeed very reasonable.

THOMASON & COMPANY—Bank, Store and Office Fixtures, Mirrors, Plate Glass and Marble—The office and factory of this highly prosperous institution are located at 115-121 W. Main Street.—The business has been established for the past twelve years and has been a success from the very beginning. The house has been accounted as one of the leading and most prosperous industrial enterprises of the **Norfolk** District, and its influence is greatly felt in helping to promote the best interests of the city. The proprietor is Mr. W. S. Thomason. He is a gentleman of large experience in this line of industry, and is ably managing every detail of his business. He has developed an enormous patronage, and some of the handsomest stores and houses throughout this section have been fitted up by him. Estimates are cheerfully furnished, and all orders receive prompt attention. The firm gives employment to an average force of twenty skilled mechanics.

J. S. BELL, JR., & COMPANY—Wholesale Butchers—Queen and Newton Streets—Telephone connection 7016.—This is an old and well-known enterprise, and is owned and conducted by Mr. J. S. Bell, Jr. The business transacted by the concern is perhaps the largest in its line in the **Norfolk** District, and the meats sold by the firm are handled by many of the leading merchants and retailers throughout **Norfolk** and vicinity. While this can truly be regarded as the pioneer concern of its kind, the business having been established for about one-third of a century, it can likewise be regarded as leading headquarters for strictly high-class meats and provisions. The firm is admirably located at the above address, and has a perfectly appointed sanitary plant. The meats and provisions are kept thoroughly pure and fresh, and there is nothing short of genuine pleasure in purchasing goods of this house. Mr. J. S. Bell, Jr., is one of the prominent men of affairs of **Norfolk**, and manifests great interest as regards the progress of the city. The firm is entitled to prominent mention in this publication pertaining to the commercial advantages of the seaport cities of Virginia.



AND HER MAGNIFICENT HARBOR

W. I. CARTER & SON—Decorators, Painters and Paperhangers.—This firm is located at 19 Charlotte Street, and the members include Messrs. W. I. Carter and his son, W. A. Carter, both of whom were born and reared in this city, and are gentlemen of most excellent standing. They are widely and favorably known and during the five years they have been established in the business here, have executed many notable and important contracts. They do beautiful and artistic work, and their prices are reasonable. During the busy season, they employ fifteen to twenty highly-skilled men, and during the duller parts of the year, ten skilled decorators are employed. Their work is unsurpassed as regards its high quality and general excellence, and in all contracts they use the very best materials. They solicit your patronage, and their prices are reasonable.

BASS, DAUGHTRY COMPANY, Inc.—Wholesale Fancy Grocers and Manufacturing Confectioners—17-21 Commerce Street.—The business of this house has been established for several years, and the trade has steadily increased from the very beginning. The company is to-day classed among the prominent and reliable wholesale houses of the city. The business is incorporated, the officers including Messrs. J. E. Bass, president; George W. Daughtry, vice-president and treasurer, and Nathan Sternberg, secretary. These gentlemen are all widely and favorably known, strictly responsible and are conducting their business according to modern and progressive ideas. The house is worthy of prominent mention in this publication pertaining to the advantages of the seaport cities of Virginia.

W. T. GODFREY & CO.—Carriage and Wagon Builders—62-64 Union Street—Telephone 5043.—This is a well-established business, it having been in existence for a number of years. The proprietor is Mr. W. T. Godfrey, who is widely and favorably known throughout **Norfolk**, has had a large experience in this special line of industry, and thoroughly understands how to conduct the business on scientific principles. His brother, Mr. A. L. Godfrey, is foreman of the shop, and he is one of the best workmen in this special department of trade in the city. A number of highly-skilled mechanics are employed, and the products turned out by this firm are strictly reliable, and made of the very best materials. The prices which prevail here are reasonable, and the patronage of the company comes from those who appreciate work of the highest grade. The management will take pleasure in furnishing estimates of all work.

R. A. BROWN & SON—Decorators, Painters and Paper Hangers—This house is located at 264 Granby Street, and has been established since February 1, 1912.—The members of the firm include Messrs. R. A. Brown, who has spent some thirty years of his life in this special line of industry, and his son, Mr. H. S. Brown, who may be said to have grown up in the business, and is thoroughly familiar with its every detail. They have one of the handsomest parlors in the city, and the stock carried comprises the very finest and best grades of wall papers in all the latest styles. The firm is doing a prosperous and growing business, and at the present writing twenty people are constantly employed in the various departments. They do beautiful and artistic work at reasonable prices and satisfaction is fully guaranteed. Their office has phone connection No. 1271, and estimates are cheerfully furnished. You will find genuine satisfaction in patronizing this thoroughly reliable and popular house.



MAIN STREET, LOOKING WEST

FORD VULCANIZING CO.—This is in every feature a complete tire repairing plant, and is located at 219-221 Monticello Avenue. The plant is perfectly equipped, according to modern ideas, and is under the able management of Mr. R. H. Ford, a gentleman of complete experience in the automobile industry, and was formerly located in Cleveland, Ohio. The office has phone connection 3547, and all calls are promptly answered. The work is fully guaranteed, and special attention is given to all kinds of repairing, tubes and blowouts; retreading a specialty, also vulcanizing, and the concern has the agency for Diamond tires, which are known to be among the best on the market. This business was established September 16th, 1911, and is growing rapidly. Mr. Ford is a young man, active and enterprising, and thinks that Norfolk is one of the most promising cities of the entire South.

E. C. HIBBLE.—This gentleman is a dealer in Choice Wines, Liquors and Cigars, and conducts a nicely appointed place located at 632-634 Church Street. Mr. Hibble has followed this business in Norfolk for about fourteen years, and thoroughly understands its every detail. He knows how and what to buy, and is very careful in the selection of his stock, in order that it may consist of the purest and best goods. His place has phone connection 4076. Mr. Hibble is a young man, favorably known and respected, is a native of Virginia, and has resided in Norfolk for the past sixteen years.

STANDARD CLAENING & PRESSING CO.—The proprietor of this business is Mr. E. S. Jones, and the location is at 158 Bank Street, the office having phone connection No. 4246. Mr. Jones is regarded as one of the best cleaners and pressers in the city, and although a young man, he has had a number of years experience which he gained in the cities of Baltimore, Pittsburg and Philadelphia. He came from Baltimore to Norfolk, and is a native of the State of Virginia. Mr. Jones personally looks after all work, which is a double guarantee of satisfaction, and his prices are indeed very reasonable. His plant is perfectly clean and sanitary throughout, and all work is promptly executed, the same being called for and delivered to any part of the city.

THE INGRAM CO.—This business has now been established for the past five years, and is located at 65 Brewer Street, or Market Place. This Company makes a specialty of handling all kinds of Staple and Fancy Groceries, Canned and Bottled Goods, Table Delicacies and a full stock of cured Meats, Butter, Eggs, Cheese, etc. The business has been under the able management of Mr. W. B. Fentress for two years past. Mr. Fentress is well known, having been a resident of the city for eight years, and is a native of Norfolk county. The business carried on by the company is quite large, and has among its patrons some of the best families of the city. The store is clean and attractive, and the very best and purest articles are handled. The prices are reasonable.

WOODHOUSE ELECTRIC CO., Inc.—Jobbers in Electric Light, Telephone and Railway Supplies, Fixtures, Fans, Motors, Generators and Everything Electrical—54 Bank Street—Telephone 1083.—This concern enjoys the distinction of being one of the leading institutions of its kind in the State of Virginia, and the business covers Virginia, West Virginia, North and South Carolina and Tennessee. A number of travelling men represent the interests of the house on the road. A magnificent and attractive three-story brick building is occupied and the stock carried is enormous. No order is too large for the company to handle successfully, and no order is too small to receive their careful and painstaking attention. The business is growing at a rapid rate. The company is incorporated and is ably officered by the following well-known gentleman: Johnathan Woodhouse, president; John S. Woodhouse, vice-president and H. C. Woodhouse, secretary and treasurer. These gentlemen stand among the prominent men of affairs of Norfolk, and manifest a deep interest as regards the progress of the city.

GEORGE E. WATSON—Tin Roofing, Gut-tering and Slate, Gravel and Metal Roofs Re-paired; Stove, Heater and Furnace Work.—This gentleman is located at No. 82 Washing-ton Street, between Bank and Brewer Streets, the office having phone connection, No. 637. This is indeed a very old established business, it having been inaugurated by Mr. Benjamin S. Watson in 1856. Mr. Watson is now a very old man, eighty four years of age, but never-theless appears at the office every day. The

son, Mr. George E. Watson, has been the suc-cessor to his father for a period of twenty-eight years, and has continued to keep up the old time reputation of the house for reliable dealings. Mr. Watson gives his personal attention to all work, makes a specialty of high-grade repair-ing of all kinds, and his prices are indeed very reasonable. Both Mr. George E. and Mr. Benjamin S. Watson have great faith in Nor-folk, having seen the city grow from a swamp to its present magnificent size, and believe the city has a great future.

W. J. TYSON CO., Inc.—Importers of Oil Whiskies, Wines, Brandies and Cordials—37-39 Brewer Street—Phone 2388.—Among the leading and well-known liquor establishments in this part of the State of Virginia, we find the house of W. J. Tyson Co., Inc., of which Mr. W. J. Tyson, Jr., is the president and general manager. The reputation of this house is of the very best, and the very extensive stock which is ever carried by the house is unsur-passed as regards its high quality and extent. Many famous brands are handled, and the patronage is among the best and leading fami-lies. All orders are promptly filled and deliv-ered. The business has been in successful opera-tion for the past seven years, and has steadily increased with each recurring year, down to the present time. Mr. W. J. Tyson, Jr., personally looks after the management of affairs, and sees to it that all orders are properly handled and correctly filled. Mr. Tyson is one of the well-known and popular business men of Norfolk, and manifests a very deep interest as regards the progress and future of the city.



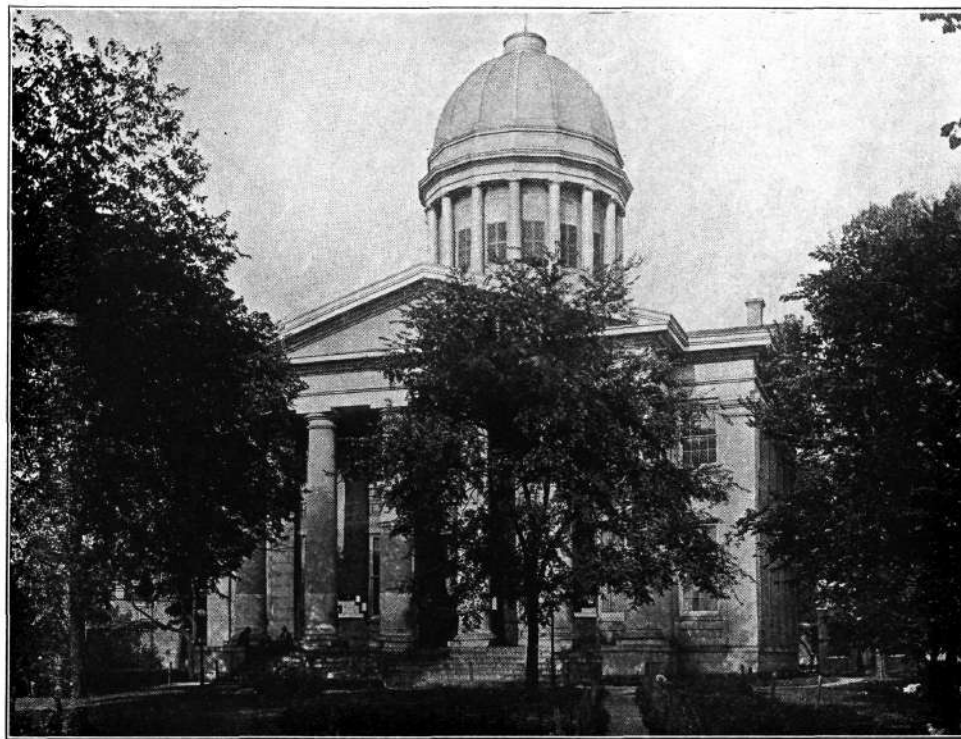
FEDERAL BUILDING

THE MART—Prime Meats, Sausage, Lard, Poultry, Eggs, etc.—Cor. Monticello Avenue and Washington Street—Telephone connection 6386.—Perhaps no concern in the city is better known than The Mart. The business is under the able management of Mr. E. M. Bell, who has been established in business in the city of **Norfolk** for a period of thirty three years. No business man in the city is more widely known than Mr. Bell, and it can be said that no one is more thoroughly familiar with the handling of meats and kindred products. While The Mart is not such a large and pretentious establishment, yet it is very clean, attractive and inviting, and carries an unsurpassed line of high-grade meats, sausage, lard, poultry, eggs, etc. Prices are very reasonable, and orders are promptly delivered. Mr. Bell is favorably known, popular with the trade, and is operating his business in a very satisfactory manner.

R. F. MACHEN—Upholsterer.—This gentleman is located at 227 Monticello Avenue, near Freemason Street, and has telephone connection 3566. Mr. Machen, while established in the business for himself for only about a year and a half, may be said to have an experience covering a period of twenty-seven years. He formerly had charge of the work rooms of the firm of Miller, Rhoads and Swartz for a period of seven years or more, and he is widely acquainted throughout the city. His work may be seen in many of the most beautiful homes. He is an upholsterer of marked ability, and he keeps thoroughly abreast of the times, and posted as regards all the new improvements and the latest ideas. He gives special attention to all kinds of high-grade upholstery, drapery and window shades, cushion work a specialty; cushions for chairs, cozy corners, boats, etc., carpets made and laid, and orders taken for awnings and carpet cleaning. He is reliable in his dealings, and his prices will be found reasonable.

McKEVITT—Sample Rooms and Cigar Stores—23 City Hall Avenue, opposite Monticello Hotel, and 207 Main Street, opposite Academy of Music.—The proprietor of these two highly popular and well-known enterprises is Mr. M. McKevitt. His business which is located at 207 Main Street enjoys the distinction of being the oldest concern of its kind in **Norfolk**, and Mr. McKevitt established the business here in 1878. It has been in existence so long that it has become one of the old landmarks of the city. He has been conducting the business at 23 City Hall Avenue for nine years past, and both enterprises are indeed very popular with the general public. His highest aim has always been to please and satisfy each and every customer, and to handle the very finest of liquors, wines and cigars, which include only such articles he knows will give genuine satisfaction. Mr. McKevitt personally looks after the management of affairs, and is a gentleman of most excellent standing in business and social circles. He has always been a great believer in the future of **Norfolk**. Besides extensively dealing in cigars, tobacco, wines and liquors, he makes a specialty of shipping Lynnhaven oysters by the barrel.

THE ARGYLE—This first-class Rooming Hotel is located at 62 City Hall Avenue, and the proprietress is Mrs. Gertrude Strange. She has now been operating The Argyle for about two years, and has certainly succeeded in building up an influential patronage. Her rates are indeed very reasonable, being only 50c., 75c., and \$1.00 per day, and her rooms are nicely furnished, with all modern conveniences, including hot and cold baths, etc. Special attention is given to transient guests by the day or week, or by the month. The place is very centrally located, and those who come to **Norfolk** will find The Argyle a delightful residence, and Mrs. Strange will do all she can to make your stay pleasant.



CITY HALL

W. W. SAUNDERS—Cabinet Maker and Ship Joiner—81 Cove Street—Residence phone 3590; shop phone 5338.—It may be said of this gentleman that he has had some fifty years practical experience in this special department of trade. He commenced the trade when he was but fourteen years of age, and he is now sixty-four years old. He was born and reared in Richmond, Virginia, and has been a resident of **Norfolk** district for many years. He is well and favorably known. He has been established in the business on Cove Street for several years, and since the first of June has occupied the above address. He is well fitted up, and has the very best facilities for doing all kinds of job work, and gives all work his personal attention. His prices are reasonable, and satisfaction is fully guaranteed.

C. A. NASH & SON, Inc.—In reviewing the general trade and commerce of the city of **Norfolk**, it becomes our pleasure to make favorable report of the old established and prominent house of C. A. Nash & Son, Inc. The business of this house has been established for at least a quarter of a century, and no concern is more widely or favorably known. A large and attractive four-story building is occupied in the heart of the business district of **Norfolk**, Nos. 21, 23 and 25 Atlantic Street, opposite post office. Here is carried an immense stock including gas and electric light fixtures, fine builders' hardware, sash, doors, blinds, cabinet mantels, tiles, grates, etc.

E. H. ODEND'HAL & SON (Formerly The Columbia Stove Co.)—Wholesale and Retail Dealers in Stoves, Stove Sundries and Stove Repairs, Slate and Metal Roofing, Guttering, Spouting and all kinds of Sheet Metal Work—173 Bank Street, Corner Washington Street.—In reviewing the general trade and commerce of the city of **Norfolk**, we find a leading and influential position is occupied by E. H. Odend'hal & Son. This business has now been established for a period of some twenty years. It was formerly known for many years as the Columbia Stove Company. The present name of E. H. Odend'hal & Son was adopted about fifteen months ago. The members of the firm include Mr. E. H. Odend'hal, who has been identified with the house ever since its inauguration, and his son, Mr. E. A. Odend'hal, who has been connected with the firm for the past fifteen years. The firm operates a very large and successful business, and at the present writing, has on the pay-roll twenty-six men. It is a very reliable concern, and is one of the leading industrial features of the city.

A. C. WARD—Dealer and Shipper; Groceries, Wines, Liquors, Cigars and Tobacco—83 Market Place—Telephone No. 1044.—Perhaps no firm name in the city is more widely known than that of A. C. Ward, and the business of this famous house has been in existence for the past twenty-nine years. It may be said in truth that Mr. Ward has seen **Norfolk** grow from a comparatively small place to its present great size, with many commercial improvements. It also may be said that the business of Mr. Ward has steadily increased and kept pace with the growth of the city. At the present writing we find that Mr. Ward has a very progressive and growing business; gives employment to a dozen or more clerks, and has several wagons making deliveries to all parts of the city. His store is nice and clean and maintains a reputation as being headquarters for the very purest and best things in the food line. All orders given prompt attention. Mr. Ward is favorably known, and is an enthusiastic supporter of every movement pertaining to the progress of **Norfolk**.

E. C. MOULTON—Bicycles and Sundries—21 Bank Street—Phone connection 938. It may be said that this gentleman occupies a position of leadership in this special line of industry in the city of **Norfolk**. He has been established in the business here for a period of twelve years, and moved to his present location the first of January, 1911. He occupies a magnificent and attractive two-story building, fully stocked with a very complete line of high-grade bicycles and sundries, musical instruments, strings, etc. He gives special attention to all kinds of repairing, and is agent for the "Emblem" Motorecycle. Mr. Moulton, during his long period in business here, has succeeded in placing many high grade bicycles, and in each and every case, complete satisfaction has been the result. He is strictly reliable in all his dealings—enjoys a reputation of the highest, and is popular with the general trade. He is deeply interested in the progress of **Norfolk**, and believes the city has a wonderful future.

ELLIOT & CO.—General Contractors and Builders—100 Brewer Street.—This is comparatively a newly established enterprise, it having been inaugurated the first of December, 1911. The business is growing rapidly, and the members of the firm are Messrs. J. Elliot and J. M. Withrow. Mr. Elliot is from the Dominion of Canada, and has been a resident of **Norfolk** for five years, and Mr. Withrow is from Denver, Colorado, and came to **Norfolk** three years ago. Both gentlemen have had a long and thorough experience as general contractors and builders, and are prepared to execute all contracts, whether large or small, in a most thoroughly satisfactory manner. They have fine facilities for doing their own mill work, and give special attention to office and store fixtures and store fronts, alterations and repairs, glass setting, carving, etc. There is genuine satisfaction to be derived in dealing with this firm. Messrs. Elliot and Withrow are both young men, very enterprising, and it is their purpose to build up one of the greatest concerns of the kind in the **Norfolk** district, and it is our conscientious opinion that they have a bright future ahead of them.

E. S. ASHLIN—Dealer in Staple and Fancy Groceries.—This gentleman is located at 425 Bute Street, corner Brewer Street, and his office has phone connection 3113. He has been established in business for the past fifteen years, all of which time he has occupied the very same location, which is indeed a very substantial record. Mr. Ashlin is one of the most widely known merchants of the city of **Norfolk**, having been a resident of this city for the past twenty-five years, and is a native of Virginia. He operates a clean and attractive store, fully stocked with everything good to eat, and he personally looks after every detail of his business. His prices are reasonable, quality of goods unsurpassed, and he has many customers. All orders are promptly filled and delivered. Mr. Ashlin's highest aim is to please and satisfy each and every customer, and he is not only succeeding in holding his patronage, but constantly gaining new customers.

WILLIAM A. McCLENAHAN—Prescription Druggist—Bank and Freemason Streets.—This store has now been established for the past fifteen years, and is one of the most reliable and best known pharmacies in the city. The store is nicely fitted up, is fully stocked with a complete line of pure drugs and chemicals, toilet articles, perfumes, sundries, and everything usually found in strictly first-class enterprises of the kind. The place also contains a soda fountain, where the most delightful drinks of the season are served. Mr. McClenahan is one of the most reliable pharmacists in the city, and has had an experience covering a period of twenty-one years. He is widely known, is popular and progressive, and is one of the leading boosters for "**Greater Norfolk**." He has great faith in the city, and believes that **Norfolk** has a wonderful future. He has a very fine patronage, among the leading families of the city.

N. HIGHFIELD—Watch Specialist and Manufacturing Jeweler.—This gentleman occupies nicely fitted up quarters at the corner of City Hall Avenue and Atlantic Street. He has been established in the city for some ten years, and has succeeded in building up a fine patronage. He has had some twenty-five years of practical experience, and thoroughly understands every detail of the trade. He is a highly gifted specialist in every sense of the word, and no watch is too complicated for him to adjust and put in perfect order. He carries a very select stock of high-grade goods, and his prices on all articles are reasonable. Satisfaction fully guaranteed. Mr. Highfield is favorably known, and has great faith in the future of **Norfolk**.



NAVAL Y. M. C. A.—FINEST IN THE WORLD

R. E. GORNTO—Wholesale and Retail Dealer in Shoes for the Family—Phone 3984.—No shoe dealer in the city is more widely known than Mr. R. E. Gornto, who has been established here for the past twenty-two years. He handles strictly high-grade shoes of all kinds, for men, women and children. The stock carried is exceedingly large, comprising many leading makes, and a number of clerks are kept busy at all times, waiting upon the trade. This is a very prosperous and successful enterprise, and has a large patronage. Mr. Gornto is well and favorably known, and is regarded as one of the prominent men of affairs in the city. He has great faith in the future of **Norfolk**, and always has a good word for this community.

J. L. BAKER—This gentleman is a dealer in staple and fancy groceries, high-grade meats, pure butter, fresh eggs, and the best vegetables grown. The store is located at 309 Church Street, and presents quite an attractive appearance. The stock carried is very large, and is kept perfectly clean and sanitary, and there is a first-class refrigerator in the store, where all perishable goods are kept. The business has been established for the past ten years, and is steadily growing. Mr. Baker has been a resident of **Norfolk** ever since he engaged in business, in 1902, and is a native of the Eastern Shore of Maryland. He always has a good word for **Norfolk**, and is liberal and progressive in his dealings. He is popular with the trade and well liked by all.

F. G. BROCK—Dairy Lunch Cafe.—This gentleman is located in the city Market Building, Monticello Avenue side, opposite the Monticello Hotel. He conducts a clean and attractive cafe, and the bill of fare contains steaks, chops, eggs and omelets, fish and oysters, cold meats, vegetables, desserts, fruits, melons in season, ice-cream, etc., as well as delightful teas and coffees. Each and every day he has a list of specials which are most delightfully prepared. Being located in the City Market Building, he has first choice of products as they are placed upon the market, and the quality of the foods served at Brock's Cafe is unsurpassed. Mr. Brock is an old and well-known resident of **Norfolk**, having made this city his home for the past thirty-three years, and he has seen the city of **Norfolk** grow from a comparatively small place to its present great size and commercial importance.

ED. MARTIN—Locksmith and Safe Expert.—This gentleman has been established in the above business in the city of **Norfolk** for the past eleven years, and recently moved to his present location at No. 32 Bank Street, near Plume.—He is exceedingly well-known, and his services have been in demand many times, and he has always been found to be "the-man-on-the-spot." He is always in readiness to make prompt calls, and does the most expert and satisfactory work. He has the very best facilities, and no safe has ever been found too complicated for him to open and repair. He is also quite a highly gifted expert in adjusting and fitting locks and also gives special attention to the repair of cash registers. Keys made to order. He has phone connection No. 1627, and all calls receive prompt attention. Mr. Martin is easily regarded as the leader in his special line of business in the city. He is reliable in his dealings, and is deeply interested in the progress of "**Greater Norfolk**."

GEORGE E. ROBERTS—Retail Distributor of High-Grade Wines and Liquors.—11 City Hall Avenue.—This place is equally well-known as "The Smile," and the business has been established for a number of years. Mr. Roberts has owned the enterprise since 1906, and is meeting with fine success. He enjoys a large patronage among the leading and influential local and transient public, and it is with the full assurance of complete satisfaction, every time one enters this place, whether to make a purchase, or merely a social call. Mr. Roberts is a young man, very popular with the trade, and during his twelve years residence in **Norfolk**, has become thoroughly imbued with the progress of the city, and never loses an opportunity to speak a good word for this community. He believes that no city on earth has a brighter future than **Norfolk**. Mr. Roberts is very careful in the purchase of his stock, handles only the purest and best brands of wines and liquors, making a specialty of Old Rye and Bourbon Whiskey, as well as the best brands of beer. His place is strictly high-class, and is a resort for highest class gentlemen, in every sense of the word.

JOHN A. WOLF—Dealer in the very best Teas and Coffees, Sugars and Spices and Pure Creamery Butter—542 Church Street—Telephone 1432.—When we state that Mr. Wolf is the most widely experienced and thoroughly conscientious tea and coffee dealer in the city, we but state a truth that is generally recognized. He has had an experience of twenty-eight years in the tea and coffee business. He was in the employ of the C. D. Kenny Company for many years in Washington, D. C., Newport News, and Norfolk, Virginia; and with the Atlantic and Pacific Tea Company in Washington, D. C., and in Norfolk. He first commenced as a clerk with C. D. Kenny in Norfolk, in the year 1885. He has made a thorough study of every detail of the industry, and has become regarded as a leading specialist in coffee, and deals in the best grades of coffees, teas, sugars, spices and pure creamery butter. He first commenced business on his own account in a very, modest way, in January, 1905, and he has constantly added to his facilities until he recently opened up what can be considered a modern, attractive, and very inviting and well appointed tea and coffee store, located at the above address. He now keeps several delivery wagons busy, promptly delivering orders throughout the Norfolk district. His patronage is growing rapidly, and there is one thing that can be said in his favor, that when he once makes a customer, he has that customer as a permanent fixture. He is very careful and exact in the filling of orders, and his highest aim is to please and satisfy his patrons, and to deal in the very purest and best of goods. When you deal with Mr. Wolf, you can be certain you know exactly what you are buying, as he is very careful to explain to the trade the exact qualities of each article. All he asks is a trial order to convince you of this fact. Many of his customers include the leading families of the city.

ANDERSON AUCTION CO.—Corner City Hall Avenue and Bank Street.—This business has now been established for the past eight years, and is regarded as one of the leading and prominent auction concerns in the city of Norfolk. It is located at the above address, and here is carried at all times a very complete stock of all kinds of furniture and office fixtures, stoves and household goods. They are prepared to buy and sell anything at all times, and have ample resources to carry on the business successfully. The office has phone connection No. 2956, and all orders receive prompt attention. Special attention is given to the auctioneering feature of the business. The Company is incorporated, and the active officers include T. J. Anderson, president, and W. L. Carter, vice-president. These gentlemen are ably directing the management of the business, and the result is that the Anderson Auction Company is on a very solid and successful basis. Messrs. Anderson and Carter are favorably known throughout the Norfolk district, and believe the city has a great future, and never lose an opportunity to help in promoting the best interests of the community.

BENTON & LANCASTER—Plumbing and Heating—112 Bank Street.—This firm can be regarded as one of the leading concerns of its kind operating this line of business in the city of Norfolk. The business has been established for a number of years, and is on a very successful and solid basis. The members of the firm include Messrs. R. Benton and J. A. Lancaster, both of whom are men of complete practical experience, and personally look after every detail of the business. They have executed many notable and important contracts throughout this district, and give employment to a number of reliable workmen. They have the very best facilities and ample resources, and are in every way regarded as being thoroughly reliable. All calls given prompt attention. They have phone connection No. 3033, and residence phone No. 3387.



CITY HALL AVENUE

THE MINT SALOON—The proprietor of this business is Mr. Fritz Bruegger, who perhaps is equally as well known as "Ugly Fritz." He is late of Washington, D. C., and has been operating The Mint Saloon for the past two years or more, and is meeting with fine success. He is thoroughly familiar with every detail of the liquor business, and is very careful to conduct a first-class place in every sense of the word. He carries a very extensive stock of imported and domestic wines, liquors and cigars. His place is very centrally located at the corner of Talbot and Hill Streets, just around the corner from Main Street, and the office has telephone No. 4647. This is a very old established place, having been in existence some thirty years, and you are made to feel entirely welcome and at home when you deal here.

J. M. MEREDITH—Bicycles, Guns and Ammunition.—This gentleman is located at No. 60 City Hall Avenue, and has been established in the bicycle business for a period of fifteen years. He has occupied his present location for three years. His place is regarded as headquarters for anything in the bicycle line, either new or second hand, and whether you wish to buy or sell, this is the place to go. A full line of high-grade bicycles and sundries is carried at all times, and special attention is also given to high-grade repairing, the prices being very reasonable. Mr. Meredith has a full knowledge of every detail of the bicycle business, and personally looks after the management of affairs. He is well and favorably known throughout Norfolk and vicinity, and aside from his own business, is deeply interested in the future of the city.

EDW. E. HOW—Maker of High-Grade Signs of every description; Scene Painting, Decorating and Pictorial Work.—This gentleman is located on Talbot Street, corner Main, second floor, and has been following the trade in this city for a period of twenty years. It is only necessary to look at his creations to be convinced of the fact that he is one of the leading men engaged in this business in the city. He does beautiful and artistic work, which never fails to please and give satisfaction. He has a well appointed studio, and has every necessary facility and equipment for producing high-grade scenes of every description, and all other work pertaining to his line of business. Mr. How has done much work for many of the leading firms throughout the Norfolk district. He is well and favorably known in Norfolk, having been a resident of this city for the past twenty-five years, and is a native of Philadelphia, Pa.

POSTAL BUFFET—This nicely appointed and high-class establishment is located at 29 Atlantic Street, opposite the post office. It is handsomely fitted up throughout. The proprietor is Mr. Wm. M. Brown, and he has owned the business since May 2, 1912. The Postal Buffet, however, has been established for a period of some eighteen years, and is old and well-known. Mr. Brown has also been engaged in this line of business in Norfolk, since the Exposition, and has therefore become widely and favorably known throughout the Norfolk district. He has a complete and perfect knowledge of the liquor business, and is conducting The Postal in a first-class and satisfactory manner. Here is carried a very select and choice line of high-grade wines, liquors and cigars, and free lunches are served from 11 o'clock a. m. to 12 o'clock p. m. The office has telephone connection 2579. Mr. Brown invites you to make his place your headquarters.

W. P. MOORE—Prescription Druggist.—In reviewing the business interests of the Norfolk District, we find one of the best conducted pharmacies located at the corner of Bute and Boush Streets, under the ownership of Mr. W. P. Moore. This place is handsomely appointed throughout, with up-to-date and modern fixtures. It is perfectly clean and sanitary, and the patronage is among the leading families of the city. The store is admirably located, and under able management. The stock carried comprises everything usually handled by a high-class institution of this kind, such as pure drugs and chemicals, toilet articles, perfumes, sundries, sick-room requisites, etc. Prescriptions are given special attention, being accurately compounded and doubly checked. Here also is carried a very fine line of the leading brands of high-grade cigars, and at the handsome soda fountain all the popular drinks of the season are served. Mr. Moore is favorably known throughout the Norfolk District, and is one of the leading and prominent men of affairs of the city. He is deeply interested in the progress of Norfolk and thinks the city has a wonderful future.

GHEENT SUITORIORUM CLEANING CO.—

This high-class establishment is located at 391 Duke Street near the Ghent residence section, and therefore the patronage of the place is largely among the leading families of the city. Special attention is given to first-class French and steam cleaning, and all kinds of work for ladies and gentlemen. Ladies' suits and gowns cleaned in strictly first-class manner, also business suits, as well as dress suits for men. Gloves also receive special treatment, and in every department the work is high-class and fully guaranteed. Mr. A. H. Collins, who is the manager of this business, has been established here since 1906. He is a gentleman of large experience, having been in this line of business for eighteen years, and was formerly located in New York City. His prices are reasonable and there is genuine satisfaction in dealing with him.

FOSTER-SMITH COMPANY, Inc.—

This is one of the solid, substantial and prosperous enterprises of the city, and the present company has existed since 1910, as successors to Foster & Sons Co., and F. P. Smith & Co., the former concern having been established for twenty-two years and the latter concern for a period of twelve years, both having occupied positions of prominence in the trade. The operations of the Foster-Smith Company, Inc., include roofing and heating contracting, waterproofing, ventilating and architectural sheet-metal work of all kinds. The concern is located at 71, 73 and 75 Brooke Avenue, and the large business transacted necessitates the constant employment of from fifty to sixty people in the various departments. The officers of the company include Messrs. F. P. Smith, president and general manager, and J. P. Williams, secretary and treasurer, both of whom are classed among the prominent men of affairs of the city, and have at heart the best interests of Norfolk.

ECLIPSE CLEANING AND DYEING CO., Inc.—

The dry cleaning and dyeing processes operated by this company are identical with the methods used to-day by the leading establishments of Paris, London and New York. Not only do they use the processes exclusively in a thoroughly equipped and modern plant, but the work is done under the personal direction of one of the most skillful men in the business, Mr. George J. DeHegh. Mr. DeHegh has had twenty-two years of practical experience, and learned the business in some of the largest and most prominent cleaning and dyeing establishments in the United States. The harmony of skill and equipment in the Eclipse shop is responsible for their great success in turning out the best work in the city, and the equal of the best done in any section of the country. This company cleans everything cleanable in women's apparel, from a lace collar to a Paris gown. Plumes cleaned, dyed and re-curved. Men's suits thoroughly cleaned and pressed and the original texture and shade of fabric restored. The treasurer and business manager is Mr. H. J. Gerst, one of the popular and prominent young men of Norfolk. This plant is located at 412 Granby Street, and branch office at 210 Granby Street.



NORFOLK'S HANDSOME NEW UNION PASSENGER STATION

BESKIN CIGAR COMPANY—Samuel Beskin, Proprietor.—This is a most centrally located business. It occupies admirable quarters at No. 33 City Hall Avenue, in the Arcade Building, opposite City Hall and Monticello Hotel. It likewise enjoys the distinction of being one of the finest equipped places of its kind in the Norfolk district. It is fitted up perfectly, and the stock includes a high-class soda fountain, cigar and candy departments. The very choicest of candies, tobacco and cigars are handled. There is also a complete line of smokers' sundries. At the soda fountain, the most delightful and popular drinks of the season are served by skilled help. Mr. Beskin has been engaged in business in Norfolk for the past twelve years, and has occupied his present location for five years. He is a young man, well and favorably known, and has a high standing in business and social circles.

STEPHEN J. O'CONNOR—Practical Plumber, Steam and Gas Fitter—Prompt Attention paid to Repair Work—247-249 Plume Street—Office phone connection 5071.—It may be said of Mr. Stephen J. O'Connor, that he is one of the leading and well known plumbing contractors in the city, and has been operating the business here since the year 1893. He has built up a fine patronage, and his work may be seen in

many of the best homes and business establishments of the Norfolk district. He is very careful, accurate and painstaking in the execution of his contracts, uses the best materials, employs the most highly skilled workmen and personally looks after every detail of his business. Estimates are cheerfully furnished, and his prices are reasonable. Mr. O'Connor is liberal in his dealings, and is a great believer in the future of Norfolk.

B. F. GOODSON—Family Liquor Store—Jug and Bottle Trade a Specialty—Cigars and Tobacco.—This gentleman is located at 43-45 Brewer Street, and may be said to operate one of the leading and best known liquor houses in the city of Norfolk. He established the business twenty-one years ago, and from the very beginning, his store has continued to increase in popularity and prestige. Mr. Goodson has always handled the very choicest, purest and best goods in the liquor line that it is possible for him to obtain, and his trade has been among the better classes. Special attention is given to family trade, and jug and bottle orders are promptly filled. His place is well stocked, clean and attractive, and a fine sample room is operated in the rear. Mr. Goodson is a well-known and popular citizen of Norfolk, and is deeply interested in the progress of the city.

T. C. HURST & SON—Butchers, Ship-chandlers and Sailmakers—18 Roanoke Dock.—This is an old and reliable concern, the business having been established in 1882, and was founded by Mr. T. C. Hurst. His son, Mr. F. C. Hurst, is the other member of the firm. They have a large three-story building, and carry an enormous stock, so that no order is too large for them to fill to entire satisfaction, while their prices are in accord with the lowest market quotations. They handle goods of the best quality, and have a large patronage. They are prepared to manufacture anything that can be made out of canvas, including tents, awnings, sails, etc. They have office phone No. 5810, and residence phone No. 5514. This is a very reliable firm, and the individual members stand high in the esteem of the general public. They are sole agents for Carpenter spring shade, the most modern and sanitary awning made.

JOS. R. IVES & CO.—Real Estate and Loans—Essex Building, 143 Plume Street—Telephone connection, No. 902.—This is a well-established agency, and a general real estate business is transacted. The handling of the firm include all kinds of city and suburban property, improved and unimproved; also, farms and timber lands, while investments and negotiations of loans receive special attention. This firm is admirably located, near the heart of the business district of Norfolk, and occupies handsomely appointed offices. The firm is one of the very busiest in the city, and during the lifetime of the institution, many notable and important sales have been executed. The company has a very desirable list of property for sale. It can truthfully be said that no firm in this line of business occupies a position of more distinct prominence than that of Jos. R. Ives & Co. Mr. Ives is a member of the Board of Trade and Business Men's Association, Real Estate and Stock Exchange, Real Estate Owners' Protective Association, etc.

DODSON REMEDY CO., Inc.—Manufacturers of Dodson's Famous Remedies.—This concern is now located at 488 E. Main Street, and has been at the present location for the past year. The office was formerly at 51 Bank Street. The business of this concern was established some twenty-five years ago, and from time to time the founder of the enterprise, the late Mr. M. I. Dodson, placed upon the market a number of famous remedies of his own invention, and which he perfected after years of trial and experiment. His remedies have become a household word throughout Virginia and the Carolinas, and the demand for them is steadily increasing. Since the death of Mr. Dodson, the business has been carried on under the able management of his son, Mr. M. A. Dodson, and at 488 E. Main Street, a complete stock is carried. A list of remedies include: Dodson's Remedy for Headache and Neuralgia; Dodson's Catarrh Powder; Dodson's Blood Purifier; Wy-If-I-Nu Antiseptic Powder; Dodson's Tooth Powder; Dodson's Healing Salve; Maximo Corn Remedy; and Ward's Rheumatic Remedy.

FERRATT HARDWARE CO., Inc.—This is a wholesale and retail enterprise, and the company deals extensively in all kinds of hardware, cutlery, guns, ammunition, house furnishings, paints, oils, glass and farming implements. In fact, it can truthfully be said that anything can be found at this store, from a plow point to a sailors' needle. The business has been established for five years, and is incorporated, the officers being D. A. Underdown, president, and H. W. Ferratt, secretary and treasurer. These gentlemen are well and favorably known, and stand among the prominent and progressive men of affairs of Norfolk, and aside from their own business, they manifest a deep interest in the progress of the city. They occupy an attractive three-story building, and the stock carried is extensive and exceedingly large at all times. The location of this house is at 554 Church Street, and the telephone number is 2139. The business is large and steadily on the increase.

G. D. SWAIN—Groceries and Meats—313 Church Street.—Mr. G. D. Swain commenced this business at the above address on the 20th day of December, of last year, and we can truthfully say that from the very first day down to the present time, his business has steadily increased in volume. Mr. Swain is very pleasing and accommodating, and his highest aim is to please and satisfy each and every customer. He is also very careful in the purchase of his stock, and handles only the very purest and choicest of meats and all kinds of delicacies. His Prices are reasonable, and the service prompt, and there is genuine satisfaction in dealing at this store. Mr. Swain has been a resident of Norfolk for a period of some nine years, and is quite well and favorably known. There is no doubt that this store is destined to be one of the biggest and most successful in the city. A trial order is all that is necessary to convince you of the absolute reliability of this place.

THE SPOT, Inc.—Outfitters for Men, Women and Children—342 Church Street, corner Freemason.—This concern was incorporated in July, 1911, the officers being Messrs. S. Ullman, president; S. J. Ullman, vice-president, and I. E. Emanuel, secretary, all of whom are widely and favorably known, and are making this store one of the most famous and greatest successes in the Norfolk District. They are successors to Meyer & Whitehill, established in 1905, and since taking charge have greatly enlarged the facilities of the house, added new lines, and cater to the high-class trade. They handle clothing for men, women and children both ready-to-wear, and made-to-order, and operate on a very liberal credit plan—"A little down—not much a week." The premises include a large three-story building at the above address, and the stock carried is unsurpassed as regards its quality and variety. The very latest styles are closely followed, and the prices which prevail are reasonable. You are certain of satisfaction when dealing with this firm.

THE MODEL CONFECTIONERY CO.—This is a strictly first-class and modern enterprise, and holds the reputation of being the finest confectionery on Church Street. The business has been established for about nine years, and has been a success from the very beginning. The store is handsome in its equipment, contains an imposing soda fountain, and the ice-cream parlor in the rear is handsomely fitted up. The finest of ice-cream and soda water is served, while the general stock comprises high-grade chocolates, bonbons and confectionery in great varieties. Mr. N. Siros & Bro. are the proprietors. They are young men, popular with the trade, polite and accommodating, and keeps up-to-date in his dealings. Absolute purity is his watchword, and the goods sold by him are pure and attractive. He has a fine and well established patronage, and is located at 212 Church Street.

JAMES T. DAVIS & SON—Dealers in New and Second Hand Furniture, Stoves and Ranges—299 Church Street.—No firm in the city is more widely known than that of James T. Davis & Son, for this business has now been established for nearly thirty years. Mr. James T. Davis commenced operations in this line in Norfolk in 1883. His son, Mr. J. Clarence Davis, although only recently becoming a member of the firm, has been associated with the house for a number of years, and both gentlemen are well and favorably known throughout the Nor-

folk district, and are classed among the leading successful and conscientious furniture dealers of the city. They occupy an attractive three-story building, and the stock carried is exceedingly large, comprising a general line of furniture of all kinds. The business is operated on both a cash and credit basis, and the firm has many customers from all parts of the city.

C. C. WADDILL—Broker and Manufacturer's Agent.—This gentleman maintains offices at 21 Commerce Street, and has been established in business for the past twelve years. He is widely and favorably known, and is classed among the leading brokers operating throughout this district. His dealings are chiefly with the larger and more prominent wholesale houses, and the list of concerns represented by him include: Globe Soap Co., Cincinnati, O.; Gorton, Pew Fisheries Co., Gloucester, N. J.; Baltimore Manufacturing Co., Baltimore, Md.; Continental Condensed Milk Co., Mill Hall, Pa.; Blue Ribbon Candy Co., Baltimore, Md.; A. Slauson & Co., New York, N. Y.; Franklin-Caro Co., Washington, D. C.; Aragon Coffee Co., Richmond, Va.; Keystone Coconut Co., Philadelphia, Pa.; Maryland Macaroni Co., Baltimore, Md.; Logan, Johnson Co., Boston, Mass.; German-American Mustard Co., New York, N. Y. Mr. Waddill is a native of Virginia, has been a resident of Norfolk for the past seventeen years and is popular and progressive in his dealings.

A. NUGENT, JR.—Bicycle Repairing—The place of business operated by Mr. A. Nugent, Jr., is located at No. 317 Granby Street, between Charlotte and Bute Streets, and has telephone connection No. 944.—Mr. Nugent has been established here since the 15th of September, 1911, and has certainly built up a fine patronage. He is a native of Norfolk and is exceedingly well-known throughout every nook and corner of the city. He has become recognized as one of the leading bicycle experts here and does perfect work. He gives special attention to high-grade repairing, and also carries a full line of supplies. A trial is all that is necessary to convince you of his ability, and all work is called for and delivered.

PHILIP BARKAS—Real Estate and Investments—243-244 Monticello Arcade.—This gentleman has now been established in Norfolk for the past four years. Previous to this time, however, for a period of some thirty years, he followed this line of business in the city of Baltimore, Md. He, therefore, has a thorough knowledge of every detail of the real estate and investment business, has been eminently successful in his dealings, and has built up a very large and influential clientage in Norfolk. He operates a general real estate agency, handles all classes of city and suburban property, and has many fine offerings at the present time, which should not be overlooked by the careful investor.



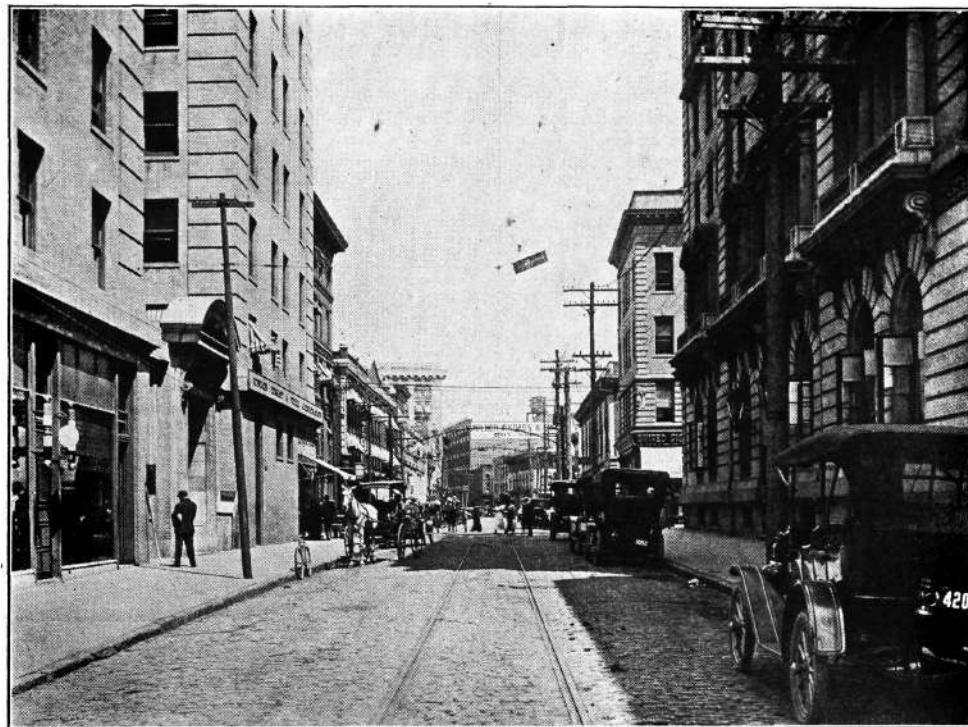
HIGH SCHOOL

WM. J. EDWARDS—Tin and Sheet Metal Worker; Repairing and Copper Work, Furnaces and Fireplace Heaters—94 Brewer Street.—In reviewing the general trade and commerce of the city of **Norfolk**, it becomes our pleasure to make favorable report of the business as conducted by Mr. William J. Edwards. This gentleman became proprietor of this concern on April 1st, 1912, and is successor to George B. Crow, the business having been established for fourteen years. Mr. Edwards, while a young man, has had some twenty years of practical experience in the industry, and is thoroughly familiar with its every detail. He is a native of **Norfolk**, and is well and favorably known. A number of highly skilled workmen are given employment in his establishment. The highest aim of Mr. Edwards is to satisfy each and every customer, and contracts are executed in strict accordance to modern methods. He has the very best facilities for doing work promptly and in a very satisfactory manner, and at the same time, his prices are altogether reasonable. His office has telephone connection 5696.

PHILLIPS FURNITURE CORPORATION—This is one of the leading high-class and attractive furniture, stove and carpet houses of **Norfolk**. It is located at 331-337 Church Street, opposite Freemason Street. The business has been in existence for about seventeen years, having been established by the senior member, Mr. Samuel C. Phillips, who has now been president of the corporation for the past three years. The secretary and treasurer is his son, Mr. V. D. Phillips, who also has been connected with the house ever since the business was inaugurated. A large and modern three-story building is occupied, the dimensions being 30x150 feet. The stock carried is enormous, comprising everything in fine and medium grade furniture, stoves and carpets. Both a cash and credit business is transacted, and the house has many regular customers in all parts of the city. It may be said that some of the best homes in the city have been completely furnished by this concern.

THE HENRY WALKE COMPANY—Mill Equipment and Supplies.—In reviewing the trade and commerce of the city, we find the Henry Walke Company occupying a prominent and foremost position in its special line of trade. This house is located at 291 Water Street and extends through the block to Nivison Street. The premises comprise an immense five-story building fully stocked. The company deals extensively in railroad, mill and steamboat supplies, shipchandlery, etc., and has the sole agency for Revere Rubber Company's high-grade mechanical rubber goods, belting, hose, packing, etc. This is in every way regarded as one of the solid and substantial enterprises of the city and has a well established business throughout Virginia and North and South Carolina. It is incorporated, having for its officers the following prominent gentlemen: Willoughby Walke, president; I. Walke Truxton, vice-president and general manager, and H. W. Seabury, secretary and treasurer. The company maintains membership in the Southern Supply and Machinery Dealers Association.

A. J. WARD—Wines, Liquors, Cigars and Tobacco—494 Church Street.—It can be said of this establishment that it is operated according to up-to-date and successful methods. The service is strictly first class, and the quality of goods handled unsurpassed. Mr. Ward has been established here since 1904, and is perhaps one of the most reliable, and fully experienced liquor dealers in the city. As he has been engaged in business here since 1888, he has a good patronage, and he keeps his store in first-class order and fully stocked with the very best and choicest brands. When you visit this part of the city, you are extended a hearty and cordial welcome to give this house a call.



PLUME STREET

L. A. HALL'S SON—Coppersmith, Ship Plumber, Galvanized Iron and Brass Worker, Iron and Brass Hand Rail—298 Water Street—Telephone 5011, residence telephone 1380.—This business has been established ever since the close of the war, in 1865, it having been founded by the late Mr. L. A. Hall. His son, Mr. A. S. Hall, has entire charge of the business, and is keeping up the old time reputation of the house for high-class work and for the most reliable methods. A number of people are constantly employed, and the premises occupied comprise a three-story building, perfectly equipped with all necessary facilities for the conduct of this business. The reputation of the house is well-known, and the trade is well established. It is one of the substantial and reliable concerns of **Norfolk** and worthy of support.

THE HARRIS FURNITURE COMPANY—The proprietor of this business is Mr. C. C. Avera.—He has been established here for nine years, and has made a fine success of the concern. The company is located at 694-696 Church Street, and deals in all kinds of new and second hand furniture, stoves, matings, etc., and makes a specialty of household goods. Both a cash and credit business is transacted, and the terms are indeed most liberal. The stock carried is quite large, and it is one of the leading headquarters for rare bargains in this special line of goods in the city. Mr. Avera invites you to call and examine his stock and prices before buying.

TROY AND MONTICELLO LAUNDRY—In reporting the various enterprises of the city for this industrial and commercial publication, we find that the Troy and Monticello Laundry is one of the leading and high-class concerns of its kind, and enjoys a reputation second to none in the laundry industry. The plant has been in existence for a period of some twenty years, and the company also operates a similar enterprise in Savannah, Ga. The proprietors of this business include Messrs. Albert Gerst, president, and Harry Nixdorff, treasurer. These gentlemen have made a thorough study of this industry, have put in the finest and most perfect equipment, and turn out beautiful and attractive work. The Troy and Monticello is one of the largest laundry plants in the State, and has a well-established and growing business. Many highly skilled operatives are employed, and all work is done under the strictest sanitary regulations. The plant is located at 301-303 Church Street and 156-158 Fenchurch Street, and branch office at 117 Granby Street. Telephone connections, 278-279-567.

SAVAGE-DOYLE COMPANY, Inc.—Wholesale Confectioners—Soda Fountain Requisites, Distributors of Coco-Cola and Hires' Root Beer, 5 Randolph Street.—This is one of the oldest and most widely known enterprises operating in the **Norfolk** District, the business having been established in 1869. The present firm of Savage-Doyle Company, Inc., are successors to John C. Haynes & Company. The business was incorporated in 1909, and the active officers include Messrs. E. F. G. Doyle, president; Russell L. Bradford, vice-president, and Kemp E. Savage, secretary and treasurer. These gentlemen are exceedingly well-known and stand high in business and social circles. They are keeping up the old time reputation of the house for fair and square methods, and are headquarters for strictly high-class and the very purest of products. They have a large trade among the leading retailers and confectioners throughout the eastern part of Virginia and Eastern North Carolina. This house is in every way counted as one of the solid and substantial enterprises of **Norfolk**.

ROYAL LAUNDRY CO., Inc.—E. C. Johnson, Manager—495-497 Granby Street.—The Royal Laundry Co., Inc., represents **Norfolk's** latest industry in this special department of business. The laundry was established about a year ago, and has met with fine success from the very first. The business is increasing by leaps and bounds. The manager is Mr. E. C. Johnson, a gentleman of some thirty years of practical experience in the laundry industry, and for six years of this time he has followed the trade in **Norfolk**, having been connected with the Norfolk Steam Laundry. Mr. Johnson takes an active part in the management of the plant, and sees that all work is turned out to perfection, and to the entire satisfaction of patrons. The plant is perfectly equipped throughout and the large patronage necessitates the constant employment of fifty people, while three wagons are used in making collections and deliveries throughout the city. The office has telephone Nos. 1449 and 2955.



FLICKENGER JEWELRY CO.

FLICKENGER JEWELRY CO., Inc.—Watches, Diamonds, Jewelry, Silverware, Watch Specialties—107 Granby Street, Telephone 2146.—In reviewing the trade of the city, we find that the Flickenger Jewelry Company occupies a position of leading prominence in this special department of business. The company was established about four years ago, and has had fine success from the beginning. The business to-day is on a very solid and substantial basis. Mr. S. A. Flickenger is the secretary-treasurer and general manager. He has had upwards of twenty-five years experience in the jewelry business, and for seventeen years of this time has been located in **Norfolk**. Before establishing the above enterprise, he was formerly connected with some of the high-class jewelers of the city, and has a wide acquaintance and large influence with the trade. He deals in high-grade gold and sterling silverwares only, and his reputation as a reliable jeweler is well-known. His patronage is among the best people of **Norfolk** district. The store is admirably appointed and in it is carried a fine stock, comprising everything usually found in high-class enterprises of this character.

MME. SUTTON—Modes, 116 Granby Street. Any review of **Norfolk** that failed to make prominent mention of this high-class and leading establishment of its kind, would indeed be very incomplete. The business has been established here for about eight years, and has occupied a position of conspicuous prominence from the first day of its opening. The house is so totally different from other places that it must be seen to be fully appreciated. It is handsome in its interior arrangement, and the stock is always up to the very latest of the season, if not, in fact, a little ahead, since Mme.

Sutton makes annual trips to Paris, the center of feminine fashions of the world, and keeps in close touch with the prevailing styles, and knows many months before the season opens what is to be the prevailing fashion. Importations are made direct from Paris, and the result is that whatever is purchased from this fashion center can be counted upon as being the very latest. In the millinery and dress-making departments, upwards of forty or fifty experienced persons are employed. The equipment of the place is perfect, and the business is on a very solid and substantial basis. In every way, the establishment presents a handsome and attractive appearance, and is one of the places of interest on Granby Street.

LAW BUILDING PHARMACY—52 Granby Street.—The proprietor of this business is Mr. E. B. Cootes, and he has been conducting it for the past six and one-half years. He is also president and treasurer of Cootes' Pharmacy, Inc., located at 99 Granby Street, in the Monticello Hotel Building. It may in truth be said that these are two of the finest and most popular pharmacies in the city. Both stores are handsomely appointed with all that is attractive in this line of industry. The business is so great that five prescription clerks are employed in this service. The stock carried comprises everything usually found in high-class drug establishments. Both stores are fitted up with handsome soda fountains, in charge of experts, all the delightful drinks of the season being served. Mr. Cootes is a native of Virginia and a gentleman of twenty-three years of practical experience in the profession.

DIXON & GARTRELL—Tailors and Haberdashers.—This first-class and attractive concern is located at 21 Granby Street, and it is known as "The Shop That's Different." The office has phone connection 1238. The business was established in February, 1912, and it is altogether regarded as one of the decided successes of the city. A large trade has been built up, and the patronage is among the best dressed gentlemen of **Norfolk**. The members of the firm include Messrs. H. J. Dixon and Charles E. Gartrell. Mr. Dixon is a gentleman of a number of years experience in the tailoring industry, and is quite well-known throughout the city. He was formerly from Pennsylvania. Mr. Gartrell has been a resident of **Norfolk** for the past twelve years, and is a native of Atlanta, Ga. These gentlemen are widely and favorably known, popular with the trade, and their influence and personality has counted much in the successful business they have already established. The future of this house seems very bright.

MRS. SEARS—Chiroprapist, Hair Dressing, Massaging, Manicuring, Shampooing, Etc.—This is one of the up-to-date and exclusive enterprises of the kind in the city, and the business has been established for the past seventeen years. It is on a solid and substantial basis, and has steadily increased from the very beginning. The patronage is from among the best ladies of the city. The place is admirably located, at 34 Granby Street, second floor. Mrs. Sears is a lady of large experience in these several professions, and she employs a number of highly skilled assistants. It is with pleasure that we make favorable mention of her enterprise in this publication pertaining to the resources of **Norfolk** and vicinity.

BARRY, OSBORNE & PARKS—General Insurance Agency.—The offices of this prominent and widely known insurance firm are located in the Chamberlaine Building, Suite 23, 24 and 25, corner Granby and Plume Streets.—The business is well established and the clientele of the firm is among the prominent men of affairs and property owners of the city. They operate a general insurance business, including fire, life, accident, steam boiler, marine, liability, automobile, health, bonds, etc. The firm represents a number of the prominent and well-known insurance companies of America. The members of this agency include Messrs. C. Moran Barry, Julian Osborne and Rufus Parks, Jr.

JAS. W. DOZIER—Tailor—Successor to Carey & Co.—15 Granby Street.—It is with pleasure that we make prominent mention of this old establishment and famous tailoring house. It is undoubtedly one of the leading concerns in the city and the business has been in successful operation for more than half a century. It was founded fifty-four years ago. Mr. James W. Dozier has owned the business for the past nine years, and before becoming the proprietor was connected with the establishment of Carey & Co., having charge of the cutting and fitting department. Mr. Dozier is a gentleman of twenty-five years experience in the tailoring industry, and thoroughly understands its every detail. He is favorably known to the trade, and caters to the high-class patronage exclusively. All garments are made on the premises, and a number of experienced tailors are constantly employed. The equipment of this place is modern, and a very fine line of suitings is carried.



JAS. W. DOZIER, TAILOR



MAIN STREET, LOOKING EAST

LOUIS RYNEK'S FURNITURE HOSPITAL—Old furniture made new, household, office and antique furniture.—This place of business is located at 270 Granby Street, and the proprietor is Mr. Louis Rynek, who has had twenty-two years experience in this line of industry. He has been established at the above location for one year, and is building up a good patronage. His office phone is No. 6876. Mr. Rynek is a native of the old country, and learned the business there before coming to America. He was located in New York City about eight years; also, in Montreal, Canada, for several years, and is one of the highly-gifted experts in the industry. He does beautiful and artistic work, and takes your old antique furniture and makes it look as good as new. He makes a specialty of household, office and antique furniture and also gives special attention to preparing and packing furniture for shipment. Mr. Rynek solicits your patronage, guarantees complete satisfaction, and his prices are reasonable.

CHAS. W. GERLOFF—Formerly American Brazing Company—300 Water Street—Cast iron and other metals repaired by the Ferofix

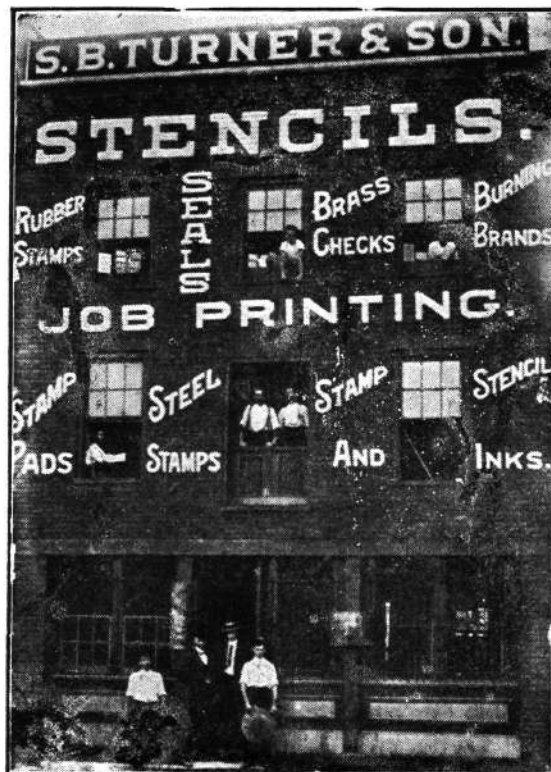
Process and Autogeneous Welding—Automobile work, such as cracked water jackets, aluminum crank cases and all steel metals are his specialties.—He is also in position to handle motor-cycle repair work. This business was originally established as the American Brazing Company by Mr. Charles W. Gerloff, in the year 1904, and he was manager of the plant for several years, until just before the Jamestown Exposition, he purchased the business and became the sole proprietor. He has since been conducting the concern with eminent success, and has a well-established and substantial patronage. He has the very best equipment, does the most perfect work and personally looks after every detail of the business. All orders are promptly executed. His office has phone connection No. 3089, and his residence phone number is 4999. Mr. Gerloff, while a native of Texas, resided in New York City for a period of some twenty years before coming to Norfolk. He is a mechanic of large experience, and learned his business chiefly in New York and Philadelphia. He is well pleased with Norfolk, thinks the climate here is delightful, and that the city is destined to become one of the greatest seaport cities in the world.

HOTEL PRINCESS.—This modern and attractive hotel is admirably located on Tazewell Street, the Colonial Theater Building.—It is one of the fine and up-to-date hotels of the city, was erected during the Jamestown Exposition, and is fully equipped with all up-to-date features pertaining to the modern hotel of to-day. The rooms are all outside, cheerful and comfortable, furnished with high-class furniture, comfortable beds, and have hot and cold water in every room, and bath on all floors. The hotel is located in the center of the business of Norfolk, adjoining the Colonial Theater, within half a block of the Granby Theater, and three blocks from the Academy of Music, and within half a block of the new and handsome Tazewell theater, now in course of construction, to be open for the coming season. This hotel makes a specialty of catering to theatrical professional people, and makes special rates by the day or week. When you come to Norfolk, you will make no mistake in stopping at the Hotel Princess. The proprietor is Mr. A. N. Gale, a gentleman of large experience, and his highest aim is to please and satisfy his guests.

C. N. WHITEHURST & CO.—Real Estate and Rentals.—This is one of the most prosperous real estate agencies in the city, and the firm occupies offices located at 103 Plume Street, second floor, with telephone connection No. 697. The members of the firm include Messrs. C. N. Whitehurst, who established the business about ten years ago, and E. W. McGann, who has been associated as a member for seven years. These gentlemen are both widely and favorably known, and have a standing of the very highest in business and social circles. They have been eminently successful in their dealings, and have been instrumental in creating many notable real estate transactions. They handle all classes of city and suburban property, and give attention to rentals, auctioneering and insurance. They represent more than one-half of the apartment houses in the city, in fact, it may be said they were the pioneers in the business.

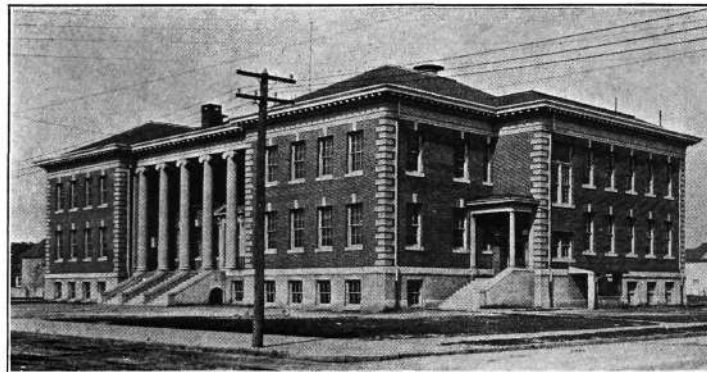
VIRGINIA HIDE AND FUR CO.—This is an old established business, having been in existence for almost a third of a century, and it is by far the largest and most important enterprise of its kind in the Norfolk district. It has been incorporated for about five years, and the officers include Messrs. D. M. Pratt, president; E. L. Field, secretary, and I. Klaff, treasurer. The concern is located at 57-59 Union Street. They handle extensively all kinds of hides, fur, wool, tallow and beeswax. The company is in every way prepared with the best facilities to conduct business on a satisfactory basis. This has long been one of the important industries of Norfolk.

NORFOLK AND PORTSMOUTH TRANSFER COMPANY—Geo. W. Price, Proprietor—169 Main Street—Telephone 434.—This is a well established institution, having been in existence for the past thirty years, and its reputation as a substantial and reliable concern is well-known. Mr. George W. Price has been connected with the enterprise for the past thirty years, having owned half of the business until a year ago, at which time he became the sole proprietor. He operates a large number of wagons, and gives special attention to all kinds of baggage transferring for the commercial and tourist trade, as well as the theatrical profession. This company has representatives at all railway trains and steamship lines in the city. It is only necessary for you to turn your checks over to one of their authorized agents, and he will take entire charge of your baggage and deliver same according to your instructions and save you any further bother. Mr. Price has been a resident of this city for the past forty-three years, and is one of the active, progressive and popular business men of Norfolk and deeply interested in the progress of the city. This company is regarded as one of the leading concerns of its character here, is strictly reliable, and satisfaction is fully guaranteed.



S. B. TURNER & SON

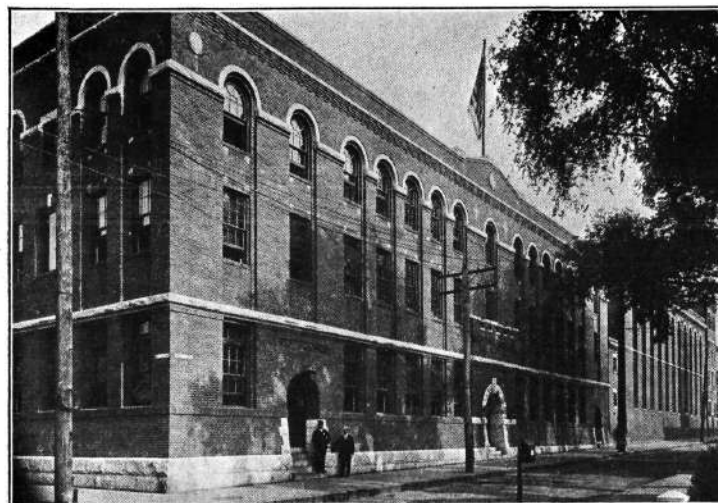
S. B. TURNER & SON, Inc.—No. 22 Campbell's Wharf.—The members of the firm are Messrs. S. B. Turner and A. E. Turner, both of whom are experts in the business, and the name of the house alone is a sufficient guarantee for everything required in first-class work, and they enjoy the distinction of operating the largest manufacturing establishments of cotton, peanut and guano stencils in the United States and the largest rubber stamp plant in the South, and in the manufacture of rubber and steel stamps, railroads, hotels, baggage and brass checks, seals, badges, stencil and stamp inks, pads, daters, etc., their facility is unsurpassed. Their numbering brand and letter for marking cotton are cut from heavy 14-ounce copper, the best and most durable, so claimed by cotton men. They also carry in stock cotton knives and all kinds of brushes. Their "Phoenix" branding and marking inks, of which they make a specialty, are considered the best on the market for cotton men, peanut factories, cotton compresses and all users of inks for marking cotton bales, peanut bags, and burlaps of all kinds; colors, black, green, purple, bright crimson, blue, magenta. The house has been established since 1876. The plant is thoroughly equipped, and every department is successfully conducted in an up-to-date manner. Circulars, price list and catalogues, etc., sent upon application.



OMBONDRO SCHOOL



HEADQUARTERS FIRE DEPARTMENT

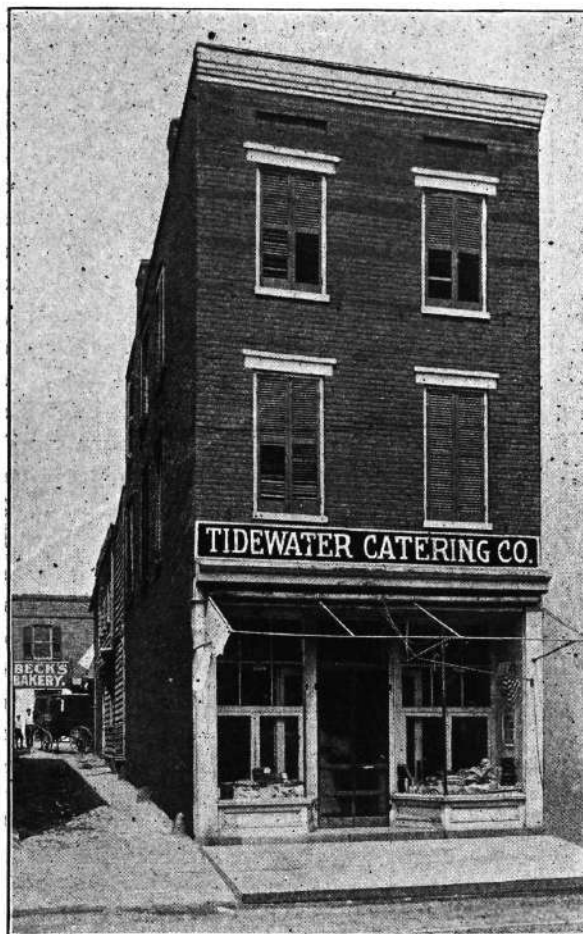


POLICE HEADQUARTERS



FRUIT SUPPLY CO., INC.

FRUIT SUPPLY COMPANY, Inc.—Wholesalers and Jobbers of Fruit and Produce.—Bananas and California Oranges in carload lots a specialty—Importers of pure Italian Olive Oil and Sicily Macaroni—208 Water Street, corner Roanoke Avenue.—This business has now been established for two years in the city of **Norfolk**. It is incorporated, the active officers being Messrs. V. P. Scalco, president and manager; Jos. A. Scalco, treasurer, and J. J. Wulzer, secretary. These gentlemen all have a thorough knowledge of the industry, and previous to this time, Mr. V. P. Scalco was established in the city of Baltimore, Maryland, in this same line of industry, for a period of twenty-two years. It may be said that the Fruit Supply Company, Inc., is one of the very largest concerns operating in the entire South, making specialties of oranges, bananas and California fruits. A specialty is made of carload shipments, and the patronage of the house extends throughout a number of States. This firm is thoroughly reliable, handles only products of the finest grade, and prices quoted are most favorable. It may be said that the trade saves at least 24 hours' time in dealing with **Norfolk** wholesalers in preference to Baltimore.

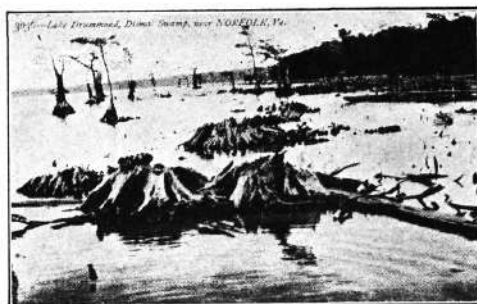


TIDEWATER CATERING CO.

TIDEWATER CATERING COMPANY.—This is one of **Norfolk's** newest and latest industries, this company having been organized 1st of June, 1912. The company was organized for the purpose of operating Beck's Bakery, located at 384 Church Street, one of the oldest established, finest and best bakeries in the city of **Norfolk**, also the Tidewater Ice Cream Co., located at the same address, the machinery equipment being entirely new. The plant is fully up-to-date in its every feature, and contains all the latest and most modern apparatus peculiar to the ice cream industry. Absolute purity is the watchword, and only the very best and purest high-grade and specially selected materials are used. The business is growing rapidly, and the demand for the delicious cream manufactured by this company is increasing as its purity and merits become known. Special attention is given to the catering feature of the business, and it may be said that Beck's Bakery has a long established reputation, and the products have, for many years, been regarded as the standard on this market. The out-

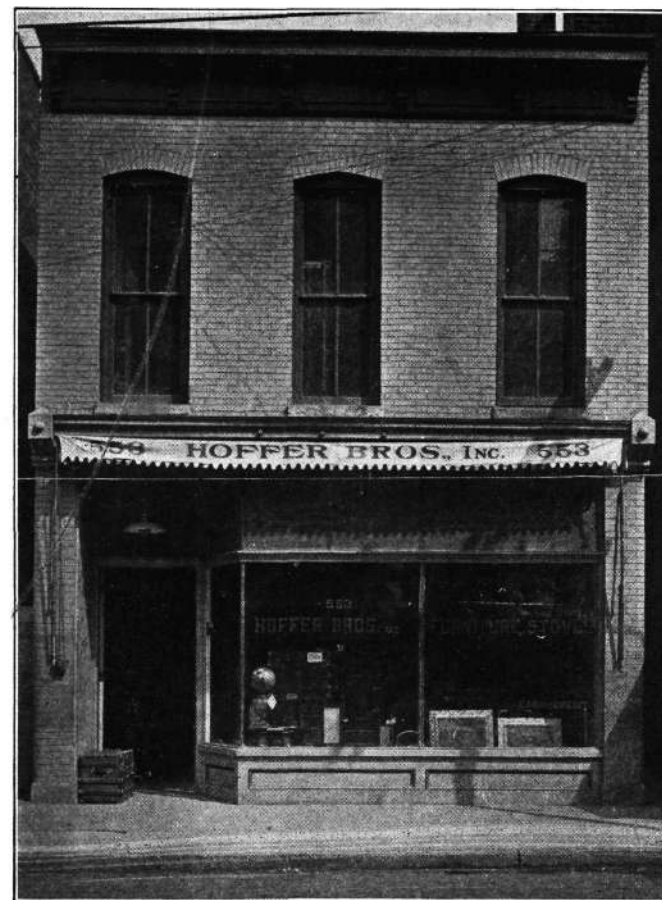
put includes all kinds of high-grade and attractive bakery products. In the manufacture of their cake, they use fresh country eggs and pure butter. This institution has telephone, No. 3951, and all orders are promptly filled and delivered to the entire satisfaction of patrons. The very same care is given to small, as well as large orders, and the delivery service is operating half a dozen wagons, going to all parts of the city. The plant is being operated on a successful, substantial and conservative basis, and kept busy day and night, a number of people being constantly employed. The business is operated by the Tidewater Catering Co., under the special management of Otto Beck and Will S. Graham, both of whom are widely and favorably known throughout the **Norfolk** district. They are popular and progressive men, have plenty of capital at their command, and the future of their institution seems very bright. Aside from their own affairs they have at heart the best interests of **Norfolk**. It is with pleasure that we make prominent mention of their institution in this industrial publication of the city.

RICHARD R. MOORE, Inc.—Wholesale and retail Hardware, Cutlery, Guns, Ammunition, Housefurnishings, Paints, Oils, Glass and Farming Implements—44 Washington Street, phone 536.—This house has been established for three years, and Mr. Richard R. Moore became the proprietor of the business February 1, 1912. Mr. Moore is not new to the business by any means, and although a young man, his experience covers a period of fourteen years, gained with several of the leading and most prominent hardware concerns in **Norfolk**. He is ably managing the affairs of this concern, and is building up a very fine and satisfactory business. Mr. Moore is careful in the purchase of the stock, and handles only such articles as he knows will give full and complete satisfaction to patrons. The officers of the corporation are Messrs. Richard R. Moore, president and manager; E. Harvie Cunningham, Sr., vice-president; E. Harvie Cunningham, Jr., treasurer; James L. Simmons, secretary. They are prominent and well-known men of affairs and manifest a deep interest as regards the progress of **Norfolk**.

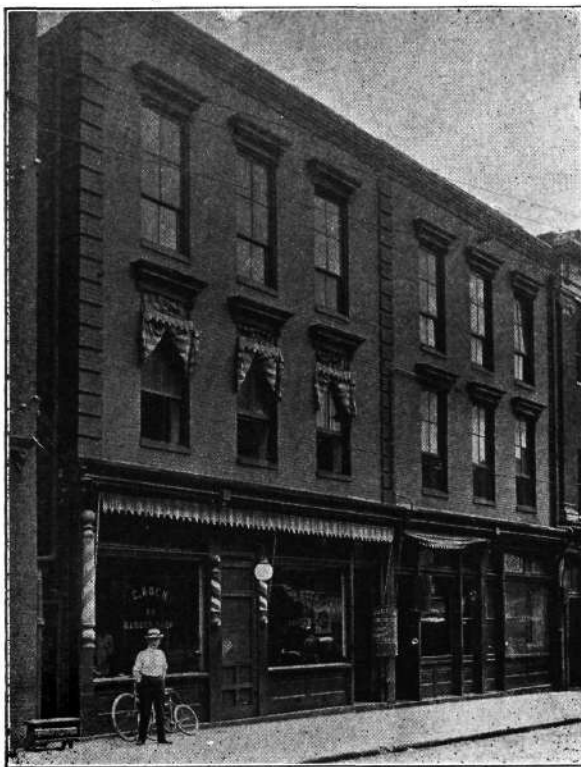


Lake Drummond, Dismal Swamp, near Norfolk, Va.

HOFFER BROS., Inc.—Furniture and Household Specialties—553 Church Street.—This is one of the best known concerns of its kind operating in the **Norfolk** district. The business has been established for a period of ten years, and was incorporated three years ago, the active officers being Messrs. B. Hoffer, president, and I. Hoffer, secretary and treasurer. These gentlemen are well and favorably known in **Norfolk**, and personally look after the management of the above concern, with the result that the business is steadily increasing, every day. The premises include a large two-story building, having a depth of 150 feet, and an annex in the rear. A large and complete assortment of goods is carried at all times. The Hoffer Bros. have succeeded in gaining many regular customers in all parts of the city, and it may be said that they keep fully abreast of the times in the conduct of their business.



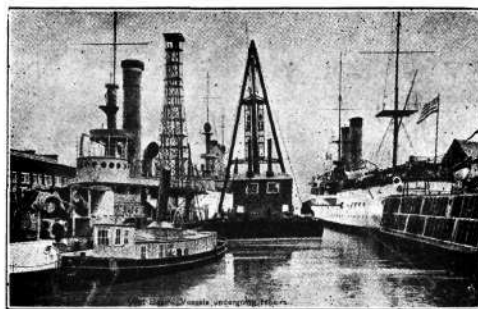
HOFFER BROS., INC.



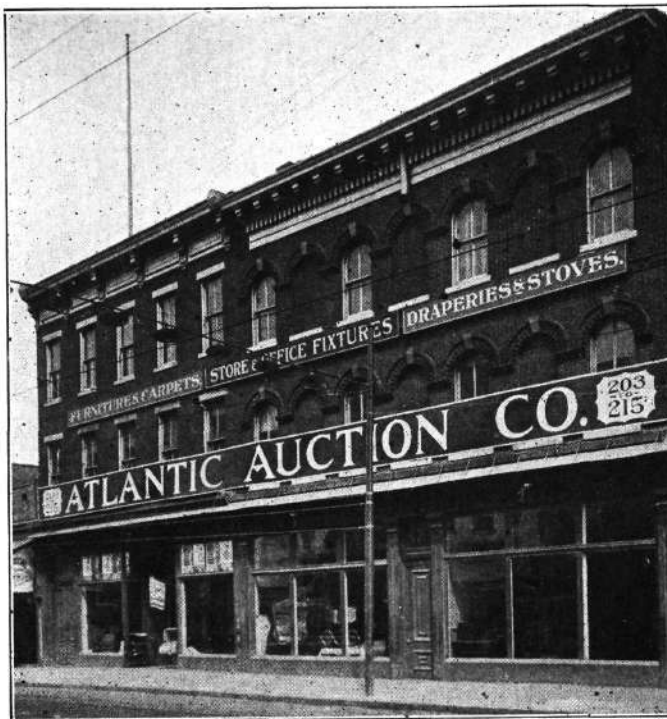
C. KOCH

C. KOCH'S SHAVING AND HAIR DRESSING PARLORS—97-99 Roanoke Avenue.—This is one of the pioneer barber shops of the city, the business having been established in 1875 by Mr. C. Koch, the proprietor. Mr. Koch is a native of Germany, and has been a resident of the city of **Norfolk** since 1871. He has seen this city grow from a comparatively small size to its present handsome and dignified appearance and commercial importance. His shop is located one door from Main Street, opposite the National Bank of Commerce. He owns the building occupied, it being three stories high, and having fifty feet frontage on Roanoke Avenue. It is one of the most valuable pieces of property on the avenue, being located in the very heart of the city. This shop is nicely and attractively appointed, contains seven chairs, and only the most experienced and highly skilled barbers are employed. Many of the patrons of this shop have been visiting the place for years. Mr. Koch is popular and well liked by the trade, and is a gentleman of excellent standing. He has at heart the best interests of **Norfolk**, and thinks the city has a bright future.

PENDER'S DEPARTMENT GROCERY.—This store has the reputation of being one of the finest and best stores of its kind in the entire South, and it is one of the leaders in the trade of **Norfolk**. So great is the business transacted that a large number of clerks are employed, while the delivery system includes both wagons and modern automobiles. The finest and purest of goods only are handled and the stock is attractively displayed in departments. The patronage comes from the best families. The name of Pender's is a household word and stands for absolute reliability and high quality in the line of pure food supplies.



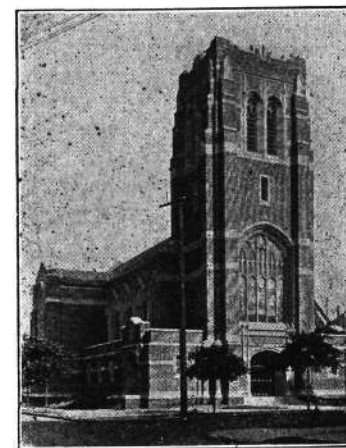
THE WET BASIN. VESSELS UNDERGOING REPAIRS



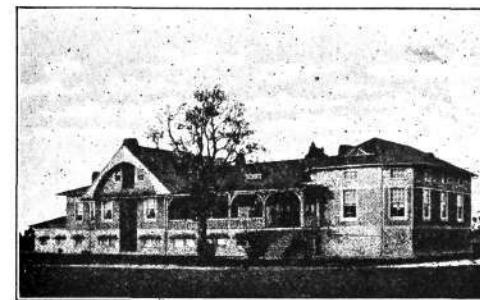
ATLANTIC AUCTION CO.

ATLANTIC AUCTION CO.—This concern enjoys the reputation of being **Norfolk's** largest auction house. Its location is at 203-215 Church Street, and several large three-story buildings are occupied. The stock carried is enormous, and comprises everything in furniture, household goods and store, restaurant and office fixtures. The business has been established for some twelve years, and has been a success from the very beginning. It is not only the leading concern of its kind in the **Norfolk** district, but also one of the largest and best known houses in the State. The business is large and steadily increasing. The concern also gives special attention to consignments, and makes liberal advancements. Quick sales and prompt returns are guaranteed. Sale days are on Tuesdays and Fridays, while the house is open every day in the week for private sales. Mr. Morris Asher is the proprietor, and he conducts the business according to modern and progressive methods, and is strictly reliable in his dealings. No misrepresentations are ever permitted, and goods are sold according to their true worth and value, and always at prices lower than the lowest. Mr. Asher is one of the prominent men of affairs of **Norfolk**, and is deeply interested in all movements pertaining to the upbuilding of the city.

THE NATIONAL BANK OF COMMERCE OF NORFOLK, VIRGINIA—Capital, \$1,000,000.00; Surplus and Profits, \$822,815.96; Deposits, \$5,734,195.04; Resources, \$8,631,811.00.—This bank has been established for over forty years and has always met with the most exacting conditions of its clients. Every year has shown a substantial increase in the accounts entrusted to its keeping and in the reserve fund an average of over forty thousand dollars having been added to its reserve fund each year for over forty years. A general banking business is transacted in all its branches, and many clerks are employed. A magnificent banking house is occupied. The officers are: Nathaniel Beaman, president; Tazewell Taylor, vice-president; Hugh M. Kerr, cashier; M. C. Ferebee, assistant cashier; R. S. Cohoon, assistant cashier. The directors are: John H. Rodgers, W. T. Simcoe, Alvah H. Martin, John L. Roper, C. H. Hix, Frank E. Wilcox, W. H. Wales, Jr., Henry L. Schmelz, H. M. Kerr, W. R. Martin, Fred Greenwood, B. W. Leigh, Tazewell Taylor, Thomas H. Willcox, T. S. Southgate, Nathaniel Beaman.



PRESBYTERIAN CHURCH



COUNTRY CLUB, NORFOLK, VA.



FLETCHER-JOHNSON CO.

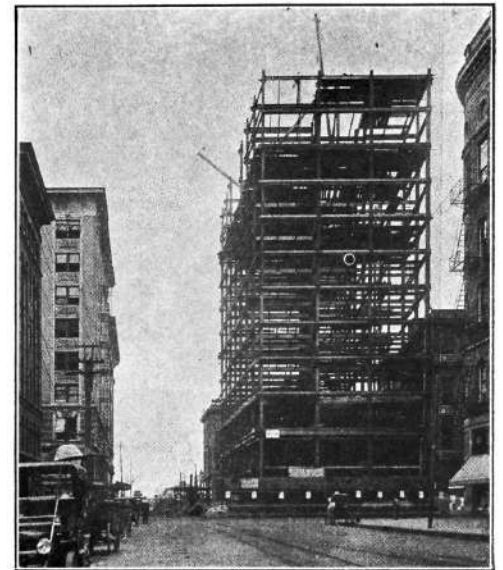
FLETCHER-JOHNSON COMPANY—Quality Grocers.—It is with pleasure that we make favorable report of this highly prosperous and most attractive enterprise. It is located at 13 and 15 Charlotte Street, and a very extensive wholesale and retail business is transacted. This handsome, new and attractive store was opened for business on the 24th of April, 1912, and the concern has been a decided success from the very first day. The business has been increasing by leaps and bounds, and judging from the present prospects, the firm has a very bright future before it. The officers being Messrs. J. F. Fletcher, president, and Maurice C. Johnson, vice-president. These gentlemen are both young men, of prepossessing appearance, and have wonderful ability and capacity in this line of industry. Both are natives of Philadelphia, and were long engaged in business

in that city with well-known firms before coming to **Norfolk**. They have been in this city for the past three years, and think that **Norfolk** is one of the most delightful and charming cities in the whole South, and is destined to be one of the greatest seaport cities on earth. Their handsome store must be seen to be fully appreciated. It is elegantly appointed, with mahogany fixtures, and the stock carried is unsurpassed as regards its high quality and general excellence. Here can be found everything in good things to eat, and the patronage is principally among the leading families of the city. Special attention is given to the delicatessen department. At the present writing they already have in their employ sixteen people, while four wagons are required in making deliveries.

NORFOLK BUILDING SUPPLIES CORPORATION—Successors to Frank T. Clark Company, Limited; Cooke, Clark & Co., and Luther Sheldon—96-98 Brooke Avenue and 95-97 Tazewell Street—Phones: Private Branch Exchange 3400.—The business of this concern was originally established in 1870, and was incorporated in 1907, under the present name, the officers being the following prominent men of affairs: Messrs. A. G. Glasgow, president; Hugh W. Davis, vice-president; J. A. Keeling, treasurer; R. H. Burroughs, secretary, and W. H. Foster, auditor. This is by far the largest enterprise of its character operating in the **Norfolk** district, and the business of the house covers a large part of Virginia and North and South Carolina. A number of traveling men represent the house on the road, while thirty-five people are constantly employed in the offices and other departments about the building. It is conceded to be one of the most systematic and modernly conducted establishments in the whole city of **Norfolk**, and enjoys a most enviable reputation. The business is divided into departments, each in charge of a special head, and the general lines include sash, doors and blinds, mantels, tiles and grates; lighting fix-

tures, paints, oils and varnishes; builders' hardware, plate glass, etc. A spacious and modern four-story building is occupied in the heart of the business district of **Norfolk**. The specially fitted up show-rooms are on the second floor, and these are considered to be the handsomest in the State. A special advertising department is also maintained by the house.

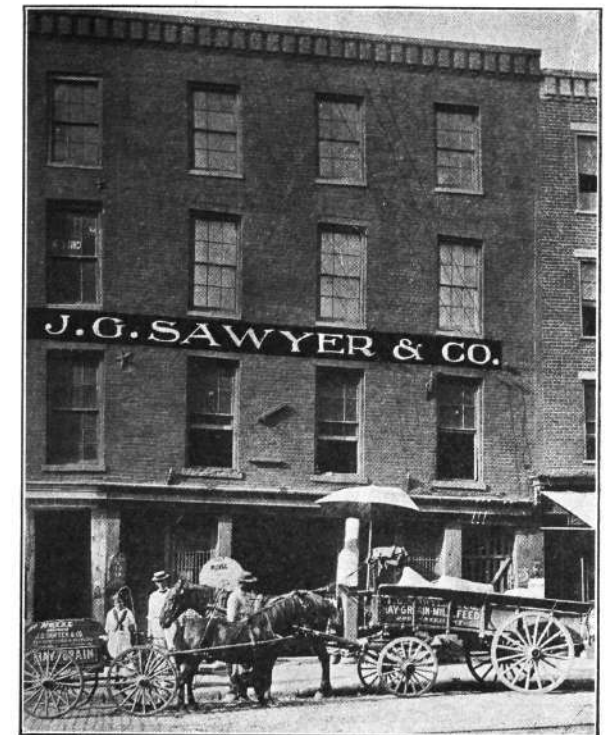
J. G. SAWYER & CO.—Hay, Grain, Mill Feed, Meal and Poultry Feeds—280 Water Street—Phone 2567.—This house is well established and the business has been conducted by J. G. Sawyer & Co. for the past three years. They have an immense patronage throughout all territory properly belonging to **Norfolk**. This firm deals in hay, grain and feeds of quality; also poultry supplies, incubators, brooders, remedies, etc. The house is regarded as one of the substantial enterprises of its character in the city, and the business comes from many of the leading retailers. Mr. J. G. Sawyer has been a resident of this city for the past eight years. He is a young man, widely known, and very popular with the general trade. He has at heart the best interests of **Norfolk** and believes the city has a wonderful future. He is also one of the members of the Noxal Manufacturing Co., manufacturers of hygienic and sanitary products. "Noxal" is becoming recognized as one of the best odorless disinfectants on the market. It is an ideal dust absorber, kills germs and foul odors, and is fire-proof.



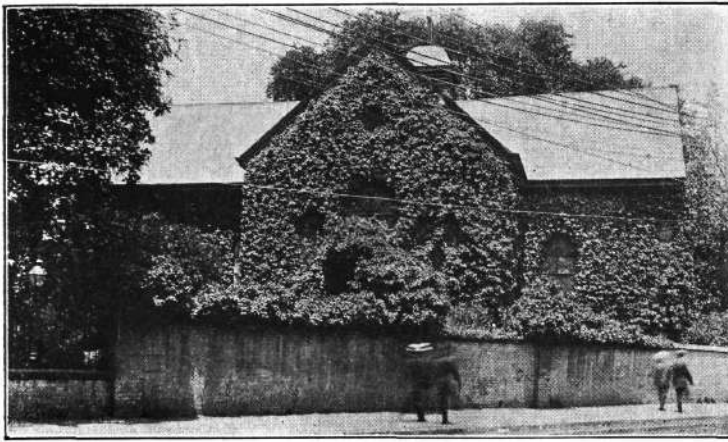
NORFOLK'S LATEST SKYSCRAPER—THE ROYSTER BUILDING—NOW UNDER CONSTRUCTION, CORNER CITY HALL AVENUE AND GRANBY STREET



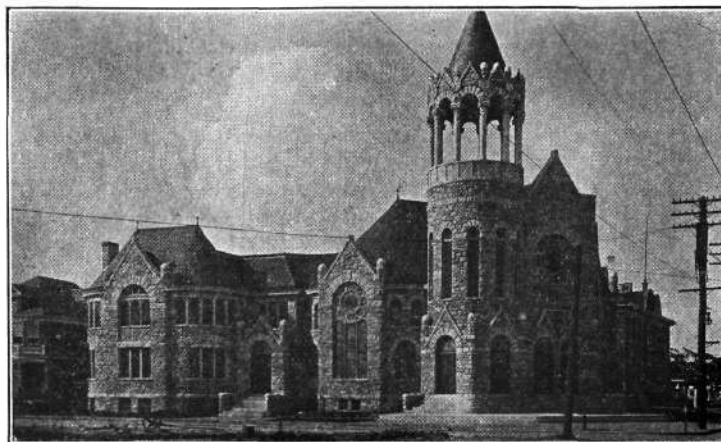
STOCKLEY GARDENS—GHENT



J. G. SAWYER & CO.



OLD ST. PAUL'S CHURCH
Showing the cannon ball in the upper southeast corner fired by Lord Dunmore, January 1, 1776, when the Borough of Norfolk was bombarded and destroyed by the British. During the Civil War it was used by the Federals as a hospital



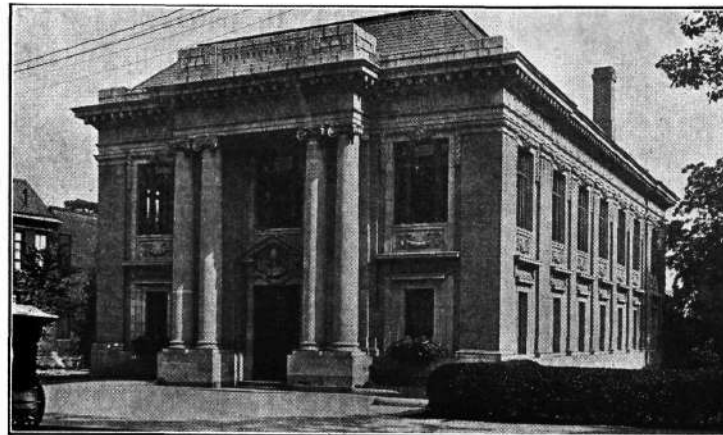
FIRST BAPTIST CHURCH

ROYAL SILVER MANUFACTURING CO.,

Inc.—Manufacturers and Electro Platers—Gold Silver, Nickel, Copper, Brass, Cafe and Hotel Cutlery and Hollow-ware.—The office and factory of this concern are located at 34 Charlotte Street, and the business was incorporated in May, 1909, under the firm name of Royal Silver Manufacturing Co., the active officers being Messrs. O. L. Gilbert, president, and Frank E. Killam, secretary and treasurer. Mr. Gilbert is a gentleman of some fifteen years of practical experience in this line of industry and thoroughly understands its every detail. For a period of some ten years he was connected with several of the great Rogers Silver establishments. The Royal Silver Manufacturing Co., Inc., succeeded to the business of Nettleton Bros., which was established in 1907, the plant having been under the management of Mr. O. L. Gilbert. The business of this concern is growing by leaps and bounds, and at the present writing fifteen men are constantly employed in the various departments. In addition to the other products, the output of the plant includes one hundred dozen knives and forks per day. These goods are shipped to all parts of the United States and Canada, and are in great demand because of their high quality and general excellence. The Royal Silver Manufacturing Co., Inc., is a high-class enterprise in every sense of the word, is building up a reputation of the very highest, and does all the silver repairing and replating work for the leading jewelers of the city of Norfolk. The men employed are highly-skilled mechanics, are well paid, happy and contented, and it may be said that the pay-roll of this company amounts to a considerable sum. This is in every way a worthy and substantial enterprise, and has a bright future before it.

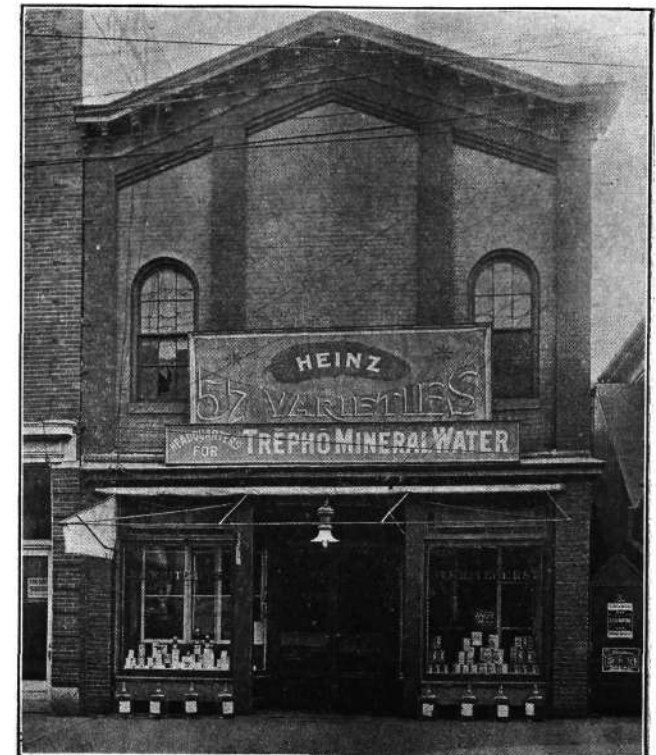


BREWER STREET, OPPOSITE CITY MARKET



NORFOLK PUBLIC LIBRARY

J. L. WHITEHURST—Dealer in Staple and Fancy Groceries, Fresh Meats and Vegetables—Headquarters for Trephe Mineral Water—33 Charlotte Street.—This gentleman has now been established in this line of business for the past twenty-three years, and has long been regarded as one of the leading grocery merchants of Norfolk. He employs an average force of twelve people, while the large patronage necessitates the use of four wagons in making deliveries to his many hundreds of patrons throughout the city. The store also has three telephones, Nos. 617, 618 and 619, and the wires are kept busy nearly all the time. Mr. Whitehurst operates a clean and attractive store, fully stocked with high-grade pure food articles, such as can be fully guaranteed to give entire satisfaction to the most critical patron. All orders are promptly filled and delivered, while the prices which prevail here are reasonable. Mr. Whitehurst is very pleasant and accommodating, and is classed among the prominent men and leading citizens of Norfolk.



J. L. WHITEHURST



LEE PARK PHARMACY

LEE PARK PHARMACY, Inc.—This high-class and leading establishment is located at the corner of Hamilton Avenue and Duke Street.—The business has been established for the past three and one-half years, and the firm has the reputation of being the best pharmacy in this part of the city and receives its patronage from the leading families of **Norfolk**. The store is handsomely appointed throughout, with up-to-date fixtures, and the stock carried comprises everything usually handled by first-class druggists. It includes drugs, toilet articles, perfumes, sundries, stationery, candies, etc. It also contains a handsome soda fountain, where all the delightful drinks of the season are served. Prescriptions, of course, are the leading specialty. The place has two phones, Nos. 9 and 9198. Mr. J. N. Green is the general manager of the business, and is most ably conducting the affairs. He is a pharmacist of sixteen years experience, and thoroughly understands every detail of the business.

MILLER, RHOADS & SWARTZ DEPARTMENT STORE.—It may be said that the city of **Norfolk** is famous for its many handsome establishments in all lines of trade, and in this connection we desire to call attention to the above enterprise as a leader in its line and one of the best and largest department stores in the South. The business is growing rapidly, several additions having been added to their handsome and imposing building facing on Main Street, and at the present time still another building is under construction. The stock is beautifully arranged in departments, and many clerks are employed. The aim of the management is to conduct a strictly high-class business, and the store is modern in every sense of the word.

The Largest Typewriter Sale in History

Ten Thousand Underwood Typewriters



have been sold to the Western Union Telegraph Company for use in all offices throughout its vast organization.

All Telegrams, Night and Day Letters in the future will be typewritten on the Underwood.

Every well-known writing machine was carefully considered by the purchasing committee and the Underwood won from the standpoints of practical utility and mechanical construction.

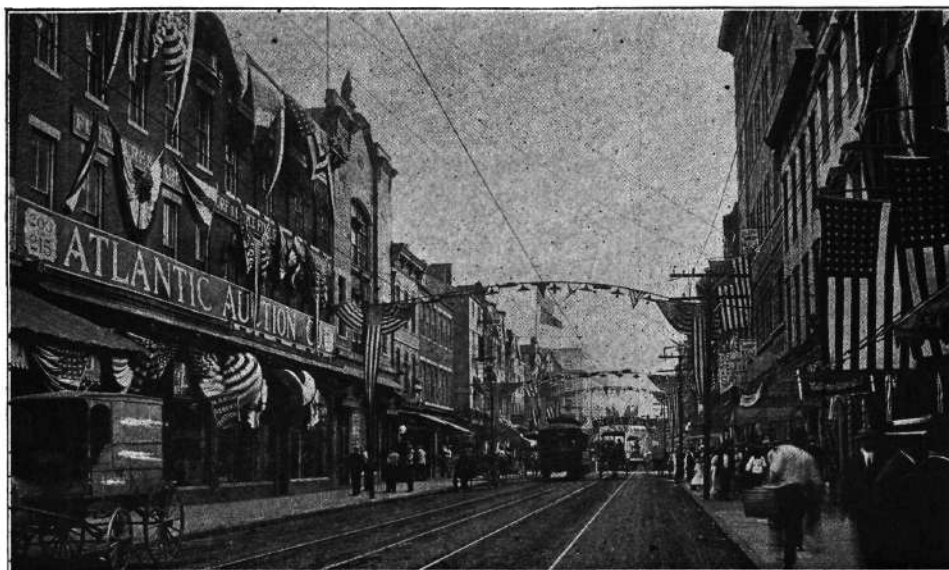
UNDERWOOD TYPEWRITER COMPANY, Incorporated.

UNDERWOOD BUILDING

NEW YORK

BRANCHES IN ALL PRINCIPAL CITIES

"The Machine You Will Eventually Buy"



CHURCH STREET, SHOWING THE DECORATIONS FOR THE NOW FAMOUS SALES WEEK, INAUGURATED TO CELEBRATE THE COMPLETION OF THE NEW PAVING AND OTHER IMPROVEMENTS

